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Published weekly for pharmacists

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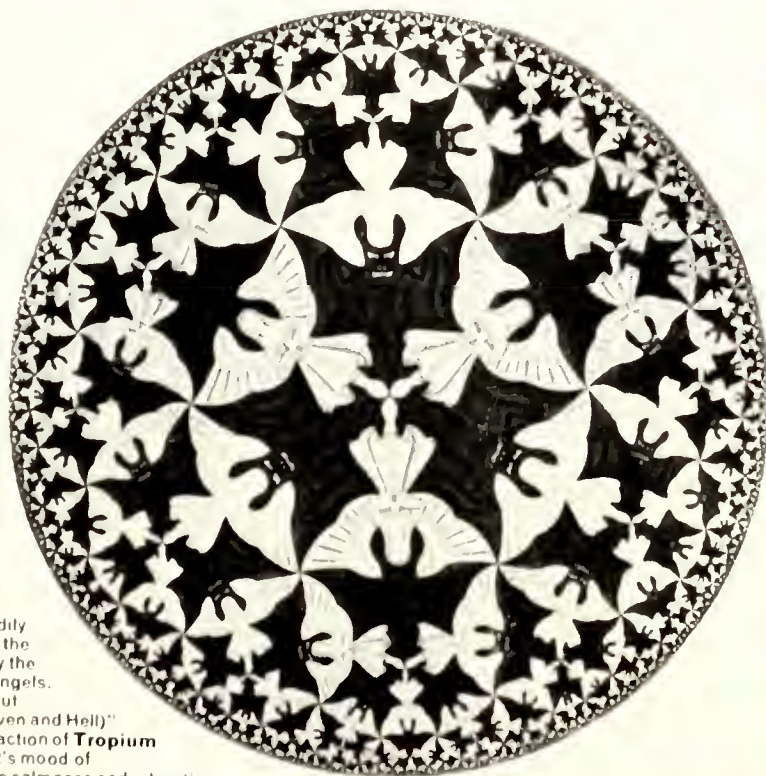
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Do thousand
pharmacies
to close?

'Relax medical
control over
the pill'

Campaign for
a VAT-day
rebate

Scottish
conference—
first details

Company plans
chemists
advisory panel

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CHEMIST & DRUGGIST

113th year of publication Vol. 197 No. 4814

The newsweekly for pharmacy

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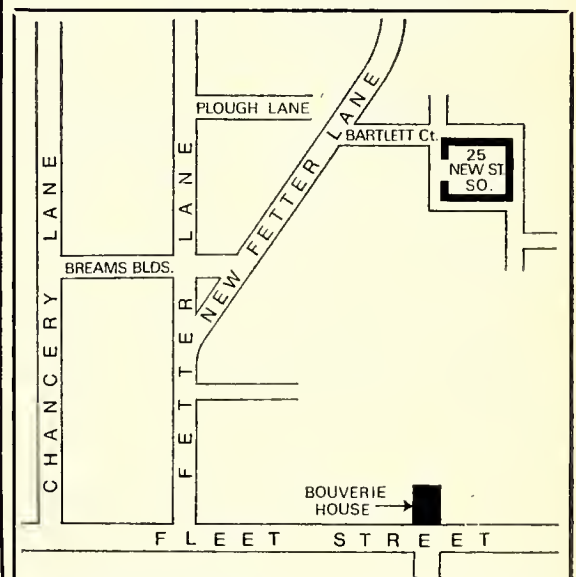
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Production K. Harman**Published** every Saturday byBenn Brothers Ltd,
25 New Street Square, London EC4A 3JA
(01-353 3212) Telex 887026**Subscription Department,**Lyon Tower, 125 High Street,
Colliers Wood, London SW19
(01-542 8575)**Midlands office**240-244 Stratford Road,
Shirley, Solihull, Warwicks
021-744 4427**Scottish office**74 Drymen Road,
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Leeds 22841**North West office**491 Chester Road,
Old Trafford, Manchester M16 9HF
061-872 5151**Subscription** Home and Overseas £8 pa;
£0.30 per copy (including postage)

Contents ©

Member Audit Bureau
of Circulations**A Benn Group Journal**

Following C&D's move to New Street Square, all temporary telephone numbers have been discontinued. Callers should now use 01-353 3212

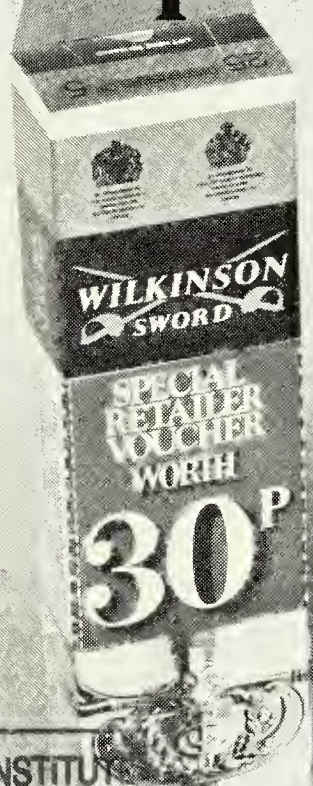


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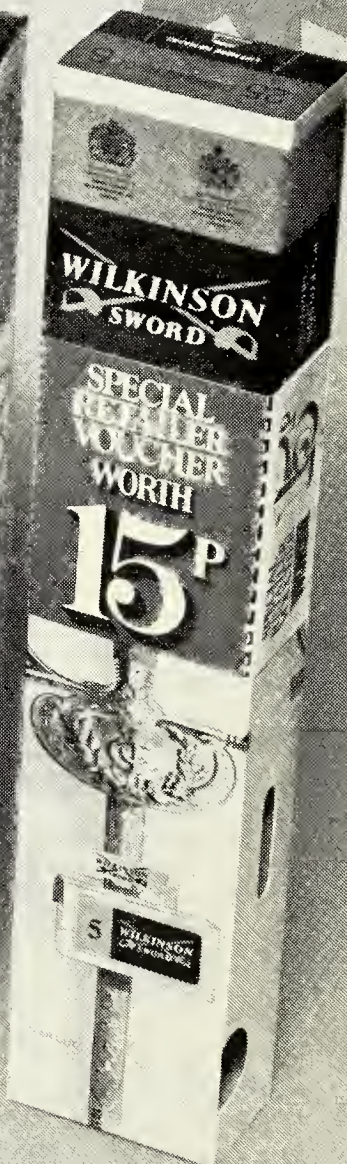
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'Controls on oral contraceptives should be relaxed'

Health visitors should be allowed to prescribe oral contraceptives in suitable cases, Dr Malcolm Potts, medical director of the International Planned Parenthood Federation said in London on Monday.

Dr Potts maintained that a prime consideration in getting contraception accepted by the lower social classes was that supplies of the product should be made available to the patient at the time of "motivation"—that is, as soon as the health visitor or midwife had "persuaded" the patient to consider contraception.

Many doctors were "bored" by handing out oral contraceptive prescriptions, he claimed. It was the wrong job for the doctor to be doing—the skills involved in fitting a woman to a particular brand and spotting side effects were over-estimated.

More cautious

Dr Potts said he was not advocating that medical supervision should be abandoned—the system should allow for referral of cases presenting special problems to the doctor. He believed that the non-medical personnel would be more cautious than the doctor in handing out the pill.

To support his argument, Dr Potts referred to a recent paper suggesting that since the reduction in oestrogen dosage, there had been a fall in the number of deaths in which the pill was implicated. There were fewer cases reported in 1970 than deaths from aspirin.

Legal problems

Opposition to Dr Potts' proposals came at the meeting—called by the industry's Oral Contraception Information Centre. It was agreed that the health visitor could usefully provide some forms of contraception "on the spot" but there should be little need where family planning services were adequate. There were also problems of legal responsibility.

At the same meeting, Dr W. G. Harding, medical officer of health to the Borough of Camden, described the operation of a free contraception advice and supplies service. He maintained it was essential that family planning advice be made available as an integral part of the health services—

"birth control shops" were not the answer.

Dr Harding reported that there had been a sharp increase in the numbers attending clinics since free supplies had been made available—but he was unable to say what proportion of these had been diverted from normal retail outlets.

Comment p 835.

Commons query on presigned blank scripts

The question of presigned prescription forms was raised in the House of Commons on Tuesday, when Mr L. Pavitt asked the Secretary for Social Services if he would institute a penalty for doctors who operated this practice.

Sir Keith Joseph replied that the practice was among matters being discussed with the general medical services committee of the British Medical Association, during discussion of revised terms of service for doctors.

Answering another question, Sir Keith said that he did not intend to establish a working party to inquire into the misuse of barbiturate sleeping pills.

He said that discussions with the profession had taken place and he was considering what further measures were necessary.

Public petition in Sheffield

Sheffield National Health Service Executive Council have been receiving petitions from the public about the closure of pharmacies within the city. Seven premises were closed in 1971 and four more have closed this year.

There are about 100 pharmacies in Sheffield and accounts suggest that the closure rate is similar to the national average.

One petition called for a 24-hour pharmaceutical service in the city centre, another, carrying approximately 500 names, noted the closing of a



The Lord Mayor of Hull (Dr L. Rosen) opens a two-week "Don't hoard medicines" campaign in Hull. The campaign organised by the Hull branch of the Pharmaceutical Society finishes on June 24. Over 150,000 leaflets have been distributed and there has been good co-operation from schools, doctors, the medical officer of health and television companies

pharmacy in a particular area and asked for the matter to be looked into. A third petition of considerable length submitted by those from an area housing predominantly older people was concerned about travelling problems.

A spokesman for the Executive Council said in the present situation, "the Council in general cannot do anything about the problem". It was a situation which was "more and more likely to affect the country as a whole".

Britain's photo effort in Germany

With 58 exhibitors and one represented company Great Britain provides the biggest group of foreign firms at the world's largest photo and cine exhibition, the Photokina, to be held at Cologne, September 23-October 1.

Over 40 of the British firms are taking part in conjunction with the British Photographic Export Group within the joint venture scheme of the Department of Trade and Industry.

Photokina is held in 12 exhibition halls covering an area of 1,076,500 sq ft. To date, firm applications for stand space have been booked by 674 organisations from 23 countries. This means that foreign companies outside Germany constitute 51 per cent of all exhibitors.

Unichem warning to chemists

The existence of the independent High Street chemist is being threatened by financial takeovers. That is the warning of statement issued by Unichem Ltd earlier this week.

Mr Peter Dodd the company's managing director said: "The small chemist has become seriously alarmed by the spate of takeovers in the pharmaceutical industry."

Referring to the latest merger between Barclay and Sons and Weston Pharmaceuticals, Unichem say that a major pharmaceutical wholesale organisation serving the profession as a whole should not be allowed to join forces with a large retail group when it threatened the livelihoods of the too rapidly declining number of independents.

The merger should be taken as a clear warning of further dangers ahead.

"The Monopolies Commission is currently investigating the Boots-Glaxo takeover, the outcome of which, in respect of the 'Vestric' angle in particular, is awaited with a degree of apprehension.

"The signs are clear that the independent chemist faces a long uphill battle against competition from the big multiples, which will be magnified if the present merger trend continues."

Examine pricing policy advises VAT Minister

Retailers should examine their pricing policies in the situation that will exist in 1973 when value added tax is introduced. A wrong policy could help competitors to progress. They should also realise how the VAT taxed "rolled forward" so they would not be carrying the financial burden such as was imposed by purchase tax.

That advice was given by Mr Terence Higgins, MA, MP, Financial Secretary to the Treasury, when he spoke to the South Eastern Federation of Pharmacists at Worthing on June 9.

He explained the working of VAT and the belief that it would not be regressive.

Registration of retailers would commence in October 1972 when traders would be asked to notify their position and whether they claim exemption, ie, under £5,000 turnover. He believed the registration procedure would be a simple one and hoped that it would be possible to publish a general guide to the tax as soon as Royal Assent was given.

Reimbursing tax

Dealing with the question of stocks on which purchase tax had been paid when the new tax was introduced the Minister referred to the Committee view expressed some years ago that decided there was no satisfactory practical solution to the problem of reimbursing tax. VAT would be charged on stocks in hand on the commencing day.

The Minister said many chemists had written about the problem of tax paid stocks but they were "some nine months behind most of the people who had written about it".

It was clear from investigations when purchase tax rates had been changed and particularly when traders bought from non-registered wholesalers or other retailers that a high percentage did not know exactly what tax had been paid on stocks. It was not therefore, practical to make any allowances on stocks. The sale or return consignment schemes had therefore been approved together with a provision for reducing purchase tax before VAT came.

The Minister dealt with two specific points that had been raised by the National Pharmaceutical Union. The first

concerned doubts about the cash flow position. Chemists like other traders would be able to deduct all the input tax accruing during the period being dealt with. He explained that it would not be necessary to pay invoices before the tax inputs were claimed.

The other NPU fear had been that the examination of prescription records might lead to a leakage of confidential information. He pointed out that the officials would be subject to the Official Secrets Act and there was no reason to suspect there should be leakages. Before answering questions the Minister assured members that the Government wished to have full consultations before drawing up the final details of VAT and would be happy to receive representations.

When asked if he anticipated that goods would be priced in a manner that included the tax or if a price would be quoted and tax added or shown separately, Mr Higgins replied that no decision had been taken on that aspect. He would like to have the views of those present. "It could be a tax inclusive price if you wish."

Later he mentioned the use of national prices for purchase tax purposes "so that if you buy at more favourable terms than other people then the tax is uplifted". Under VAT tax was charged at each stage, there was no uplift. Asked if manufacturers had been asked to standardise invoice Mr Higgins replied that so far as possible they would avoid imposing specific requirements on traders. Examples might be given but they may not be mandatory.

A member asked if an extra column would be needed in cash books, the speaker said "I will consider very carefully if we cannot in advance of Royal Assent give rather more information on the money provisions that will be necessary but there are some restrictions from a protocol position".



The president, Mr J. S. Cannell (centre), presents the 1972 Publications prize to Dr A. C. Park and Dr C. B. Baddiel

Cosmetic Chemists change membership rule

Rules relating to qualifications for membership of the Society of Cosmetic Chemists of Great Britain were changed at the Society's annual meeting.

From September 1 this year only graduates would be acceptable as members although non-graduates could still qualify for associateship. There was an "overwhelming" vote in favour of the change.

Mrs Hilda Butler who has been elected president for 1972/

73 is the Society's first lady president. Other Officers elected for the 1972/73 term were vice-president, Mr G. A. C. Pitt; secretary, Mr J. C. McCarthy; and treasurer, Mr D. E. Butterfield.

New council members elected were Mr F. G. Brown, Mr K. V. Curry and Mr R. J. Chudzikowski.

The 1972 Publications Prize was presented to Dr A. C. Park and Dr C. B. Baddiel.

Campaign for a VAT-day rebate

Retailers should be entitled to put in a claim to Custom & Excise for purchase tax paid on stock held on April 1, 1973, to be treated as a value added tax input.

That is the contention of Mr C. J. Fell, FPS, Saffron Walden, Essex, who has written for support to the managing directors of pharmaceutical suppliers.

Mr Fell says that most retail pharmacists should be able to satisfy the C & E that their claim is reasonable by showing a stocktaker's certificate for a date within six months of the change over. "The Chancellor should be consoled by the thought that any dishonest large claims would be re-couped in part at least by the higher income tax payable as a consequence."

Mr Fell is directing his attention to suppliers—having previ-

ously attempted to influence the form VAT would take through correspondence to MP's and letters to *The Times* and *The Economist*—in the belief that pressure group lobbying will have some effect on the Government. Some farsighted firms, he says, have made arrangements for their goods to be supplied on an "on consignment" basis, so that their sales will not be adversely affected by retailers' stock limitation during the approach to VAT.

Second reading of Marketing Bill

A second reading of the Multi-level Marketing Bill was due on June 16.

The first draft of the bill, concerned with the new form of distribution known as "pyramid selling", was sent to a number of organisations connected with marketing and amendments by these organisations are now contained in the draft bill.

CDA warning on veterinary medicines

Be especially careful in recommending veterinary medicines, bearing in mind that large numbers of animals are often treated at the same time, and the cost of errors may be magnified as a result.

That advice is given in the 1971 report of the Chemists' Defence Association Ltd, which records that when a member sold weed killer in error for cattle feed supplement, it resulted in the eventual death of eight cows.

Another member advised a farmer that two worm preparations could be administered simultaneously to his calves. The farmer did so and seven of the calves, valued at £385, died. There was a warning on the pack of one of the products (which contained methyridine) that no other treatment for worms should be given within 48 hours of administration.

In yet another case a farmer claimed more than £1,000 from a member who had supplied a mercury-containing ointment. The farmer used the ointment on a pedigree Friesian bull which subsequently died from mercury poisoning.

One claim

Only one claim arose from the alleged transposition of labels of medicines dispensed on multi-item prescriptions. The tablets involved were Valium and paracetamol. There were two further cases during the year of eye drops being dispensed with neat 50 per cent benzalkonium chloride solution.

Some claims concerned the supply of the wrong product—Mandrax/Mysoline, phenobarbitone / ephedrine, Stemetil / Stelazine, Paramol 118/DF118, Benemid/Benuride.

Members are also reminded in the report, of their "third party" responsibilities. Damage was caused to four cars—on two occasions faulty sunblinds collapsed, and in two other cases damage was caused by falling masonry. Prompt repair of defects and adequate maintenance of premises pays dividends, it is pointed out.

Some claims arising from the escape of liquids from containers could be avoided, it is suggested, if staff were instructed to check that closures are secured before handing over purchases to customers.

Scottish October conference plans

A social as well as a professional occasion is the aim of the organisers of the Scottish Conference of Pharmacists to be held at the Strathspey Hotel, Aviemore on Sunday, October 22.

Members are being encouraged to take their families to enjoy the Aviemore Centre facilities including swimming pool, ice rink, trampolines, and nature trails. Nearby features include Landmark Carrbridge, Cairngorm chair lift, and a reindeer herd.

The morning professional session covers the various aspects of drug mis-use, with Dr Francis Fish, of the University of Strathclyde as one of the speakers. It is also hoped that the programme will include the first Macmorran Lecture.

The Conference fee is £7.25 per person plus £0.50 per person occupying single accommodation. It includes dinner/dance on Saturday, bed and breakfast (twin room with bath), morning coffee, lunch and afternoon tea on Sunday. Special terms will be available for children, and hotel facilities include a playroom with a resident "Nannie".

Inquiries and reservations should be addressed to The Resident Secretary, 36, York Place, Edinburgh EH1 3HU.

Women doctors get NHS help

A new scheme to enable women doctors bringing up children to continue to practice their profession has been announced by Sir Keith Joseph, Secretary for Social Services.

In answer to a written Parliamentary question, he said he would be introducing a scheme to make it possible for any doctor under 55 years of age, who cannot practise because of domestic commitments, but intends to resume a full medical career in the National Health Service when these com-



The silver Unichem trophy, awarded annually to the winner of the Leeds and District Chemists' Golfing Society's competition, has been won this year by Mr Keith Midgley. Mr Midgley (second from right) is pictured being congratulated on his victory by Mr Mike Jones, the society's secretary, and also chairman of the Leeds and District Pharmaceutical Society. Also in the photograph are (left) Mr Ken Rutter and Mr Colin Griffiths, both directors of Unichem (Northern) Ltd, and (extreme right) Mr John Talbot, director of Unichem (Northern)

mitments lighten, to do a small number of specially arranged clinical sessions and attend some postgraduate medical education sessions each year. Members of the scheme will receive an annual retainer of £50 to help cover their expenses.

The scheme, which will be known as the Women Doctors' Retainer Scheme, will come into operation on September 1.

It will be open to any doctor unable to work more than two sessions a week because of domestic commitments. The £50 annual retainer will help to cover professional expenses eg registration, membership of a defence organisation, and the cost of a professional journal. In addition, the clinical sessions will attract pay.

FDA unlikely to ban saccharin

The inability of scientists so far to establish a suspected link with cancer makes it appear unlikely that the US Food and Drug Administration will put a ban on the use of saccharin, reported *The Times* recently.

In January the FDA ordered restricted use of saccharin pending the final outcome of research into the safety of the sweetener (*C&D*, February 5, p150). The agency has yet to announce a further decision.

An international symposium of experts which met in Washington recently to report on their most recent findings failed to turn up anything conclusive on whether saccharin was potentially hazardous.

NPU, housewife agents, and VAT

The prospect of large numbers of people dependent upon "itinerant" housewives for their everyday requirements, is held out by Mr J. Wright, director, National Pharmaceutical Union Group in a letter submitted to *The Times*.

Writing in response to a news item about the selling of goods to housewives' homes becoming liable to VAT—quoting Mr R. Carter, MP, who considered it deplorable that VAT should be extended to agency-type housewives selling in their homes—Mr Wright says such housewives enjoy many advantages over normal retail shops. They have no business overheads, do not need to invest capital in stock, are not subject to the Shops Act or the Offices, Shops and Railway Premises Act, can play on the good-nature of their friends to persuade them to buy goods they may not really want and do not need to pay levies to a training board.

"No doubt Mrs Ray Carter occasionally finds it convenient to buy her cosmetics from a door-to-door housewife. But if the housewife does not have the shade or perfume required, I am sure Mrs Carter will have no compunction about going to her local chemist.

"The logical result of her husband's suggestion is that many shops will disappear and large numbers of people will have to depend on itinerant housewives for their everyday requirements", Mr Wright concludes.

COMPANY NEWS

Jeyes acquire Danish aerosols interest

Jeyes Group Ltd have acquired a 50 per cent shareholding in the Carl Bauder A/S subsidiary company, Technopol Packers A/S, Copenhagen, who claim to fill 50 per cent of the total Danish production of aerosols.

Jeyes have invested 2-million Kroner in this venture, and the company—Technopol Packers—will now be re-named Aerosols International (Scandinavia) Ltd. It will have direct technical and commercial liaison with Aerosols International Ltd, the Jeyes group subsidiary with plants at Bracknell and Wellington, which is already the largest aerosol company outside the US.

Commenting Mr Ralph Auchincloss, deputy chairman and chief executive of Jeyes group says: "We believe that, in partnership with Carl Bauder, there are considerable opportunities for us to expand the business and profits of the Copenhagen company".

Carl Bauder A/S is a conglomerate with headquarters in Copenhagen engaged in motion pictures, cosmetics, toiletries, household products and its aerosols. The chairman is Mr F. Brandi-Hansen, and the company is one of the ten largest in Denmark.

New department for Chas Page

A new department has been set up within Chas Page & Co Ltd, industrial chemists for over 100 years, to specialise in materials for the perfumery, cosmetic and toiletry trades.

The basis of this department is the agency for a French perfumery house—Descollonges Freres SA. A member of the Lewis and Page group, Chas Page also has agencies for overseas companies producing phosphates for toothpaste, carboxymethylcellulose for general cosmetic and toiletry use, protein additives, herbal additives, etc.

Mr A. J. Connock, who was



The Lord Lieutenant of the county of Hertfordshire, Major General Sir George Burns, presented The Queen's Award to Industry to the Dietetic Foods Division of Wander Ltd on June 9. He is seen here with Mr E. P. Godden, managing director, at the ceremony which was held at the company's Kings Langley, factory

previously with Dragoco (GB) Ltd and the perfumery department of May and Baker Ltd has been engaged to set up the new department. He told C&D: "The plan is to develop strongly in the field of perfumery and cosmetics, but we have a long way to go yet."

Among other companies Chas Page are UK agents for the American concern, Stauffer Chemical Co.

Dr Long leaves Wellcome board

Dr D. A. Long, having expressed a desire to return to academic life, has resigned from the Board of the Wellcome Foundation Ltd and has relinquished his other appointments within the company. He will act as a consultant to the Foundation for a period, during which time he will retain his office at the Wellcome Building, Euston Road.

Dr D. W. Adamson, group research and development director, will transfer his office to the Wellcome Research Laboratories, Beckenham. In addition to his Group responsibilities he will discharge the duties of director of W.R.L.

Hickson & Welch's interim

Hickson & Welch (Holdings) Ltd made a trading profit of £1.10m in the half-year ended March 31 (against £1.32m in the same 1971 period). The interim dividend of 7 per cent declared

this week is unchanged from last year's interim.

Aberdeen's oldest chemist closes

Simpsons Pharmacy in King Street, Aberdeen—probably the oldest chemists in the city—has closed down. The firm has been known as Simpson's Pharmacy since 1855 but is the descendent of one which goes back to at least 1816.

Mr A. J. Gray, who has been with the firm for 21 years, and proprietor for 17 years, has moved his business to Ellon, Aberdeenshire, where he now lives, and has opened a pharmacy at 37 Station Road.

McKernan to form advisory service

Dr W. M. McKernan is relinquishing his position as deputy managing director of the gelatin division of Croda Food Ingredients Ltd on July 31, to set up McKernan Scientific Services, a technical consultancy and advisory service to the food, fine chemical and pharmaceutical industries. The new company will operate initially, from Bell House, Bell Yard, London WC2A 2LX (telephone: 01-405 3960).

In brief

Fujisawa Pharmaceutical Co, of Japan is to supply Smith, Kline and French Laboratories of the United States with their

"know-how" for the manufacture of a new antibiotic developed by the Japanese firm. It is the first Japanese pharmaceutical manufacturer to sell "know-how" to the United States.

Radiol Chemicals Ltd: Mr G. C. Moser, export director of Radiol has left on a protracted tour of the major African markets with the object of visiting distributors to outline a revised marketing policy in those areas.

Rohm & Haas Co, Philadelphia, USA, and their British subsidiary Lennig Chemicals Ltd, London, have announced the start up of a new methyl methacrylate monomer plant in Seal Sands, Teesside.

Dellex Ltd and their associate Grosvenor of London have recently increased their manufacturing capacity by obtaining a new 13,000 sq ft factory at Aldershot, Hants.

Laughton & Sons Ltd are increasing their dividend for 1971 to £0.09 per £0.10 share (from £0.05). Profits rose from £256,763 to £300,251 before tax £125,009 (£116,267).

BDH Chemicals Ltd: The telephone number of the company has been changed to 0202-74 5520 and for telephone orders only to 0202-74 6833.

Barker Gibson Ltd (Barkers Cash Chemists), 309 Garratt Lane, Wandsworth, London SW18 was taken over by Mr S. K. Patel on June 12.

W. & R. Balston (Modified Cellulose) Ltd is to be merged with Whatman Biochemicals Ltd, a sister company in the Balston Group, on July 1.

Mr M. Cagen, MPS, has acquired Daltons Pharmacy, 97 Lidgett Lane, Leeds 8 and is conducting it under his own name.

LPC Chemicals & Dyes Ltd have moved to Acorn House, Victoria Road, London W3 6XU (telephone: 01-992 4642).

Appointments

Shulton (GB) Ltd, have appointed Michael J. Hemmings as sales manager of their franchise division. Mr Hemmings joined the company in 1961 as a representative in the main division.

Sancella Ltd, have appointed Mike Beer and Joe Johnston, executives to service the wholesale sector of the trade. Mr Beer will look after London

and the Home Counties and Mr Johnston Scotland and the North.

Jeyes UK Ltd have appointed Duncan E. Medd as brand manager for their paper products and Richard Richardson as brand manager disinfectants and bleaches.

Chanel Ltd: Mr W. D. Richardson has become marketing manager. Since 1965 he has been international marketing controller for Lenthéric.

ABM Industrial Products Ltd have appointed Mr Arthur Henderson, FCA a non-executive director.

PEOPLE

Councillor Alex T. Brodie, MPS, Ketton, near Stamford, Lincs, in business at 13 St Mary's Street, Stamford, has taken office as the 342nd mayor of Stamford.

Lord Rosenheim was elected an honorary fellow of the Pharmaceutical Society of Great Britain at the Council's meeting last week. Recently Lord Rosenheim was also elected a fellow of the Royal Society.

Professor Jovan Tucakov and Dr Joshua Kohlberg have been elected honorary members of the Pharmaceutical Society of Great Britain.

Deaths

Binns: Mrs Dorothy Margaret Binns, MPS, APSI. She qualified in 1941 and as an assistant in Ireland in 1964. Mrs Binns was employed in the pharmacy of Miss Burns, Ballybrack, co Dublin.

Macgregor. Recently, Professor Alastair Gould Macgregor, MD, BSc, FRCP, regius professor of materia medica and head of department of therapeutics and clinical pharmacology at Aberdeen University since 1959. He was aged 52.

Before going to Aberdeen he was lecturer at Sheffield and Edinburgh Universities. Professor Macgregor served on many committees, perhaps the most important being his chairmanship of the Ministry of Health's standing joint committee on the classification of proprietary preparations.

Mongey: On June 1, Mr Lawrence Mongey, MPSI. Mr Mongey qualified in 1923 and conducted a pharmacy in Dungarvan, co Waterford, until about a year ago when he retired.

Irish news

Court imposes 5p fine

A fine of only £0.05 was imposed upon Mrs Kathleen Crilly, of Balbriggan, when she was summoned by the Pharmaceutical Society of Ireland for keeping open shop without having a pharmaceutical chemist in charge and for permitting an unqualified person to sell a scheduled poison. The hearing took place at Balbriggan.

The solicitor defending, said that Mrs Crilly's son-in-law, Mr Timothy Brett, had accepted responsibility for a similar offence committed last July, and had been fined, but in actual fact the title of transfer of the shop had never been stamped or registered. After that case, Mr Brett indicated that he no longer wished to have anything to do with the pharmacy and so it remained in the hands of Mrs Crilly, the widow of a pharmacist.

The court was also told that Mrs Crilly had done her utmost to ensure that the pharmacy was properly covered at all times; that the shop had been closed down and all protected signs and symbols had been removed, and that Mrs Crilly had been at a substantial loss because of what had occurred.

The Justice said that in the circumstances he would only impose a minimum penalty. He applied the Probation Act in respect of the offence under section 30 of the Pharmacy Act and fined Mrs Crilly £0.05 under section 2 of the Pharmacy Act, 1962. The Society was allowed £8.90 expenses.

NEWS IN BRIEF

□ The German photographic industry exported 56 per cent of its output in 1971. Great Britain, the fourth largest customer took products to the value of Dm 75.2m.

□ A provisional code of practice for disposal of wastes prepared by the Institution of Chemical Engineers has been published and is available (price £2 post free) from the Institution at 16 Belgrave Square, London SW1X 8PT.

□ This year daily pollen counts and further outlook bulletins will be available on the telephone by dialling 01-246 8091.

Topical reflections by Xrayser

Pharmacopoeias

I have read several times the somewhat obscure officialese referring to standards under the Medicines Act 1968 (p794): "From the declared date"—July 1, 1972—"the European Pharmacopoeia monographs will replace the British Pharmacopoeia monographs as the primary reference under the Medicines Act for standards for medicinal products or ingredients where the publication in which the standard is included is not specified."

Does that mean that if the prescriber fails to attach the letters "BP" to any such product the pharmacist will be required to consult the European Pharmacopoeia? Are drug manufacturers in this country already working to those standards? Perhaps someone will provide the answer.*

It is further evidence, if such were needed, of the shrinking nature of our world, and it comes only a few years after the centenary of the publication of the first British Pharmacopoeia which, in 1864, combined the distilled wisdom of the pharmacopoeias of London, Edinburgh and Dublin. There were in each country certain marked differences in formula of a number of galenical preparations, and while some standard was desirable, now that the three capitals had become more accessible, agreement was not always possible.

As late as the 1914 issue of the BP (which in effect means until 1932) at least one of the galenicals of the Edinburgh pharmacopoeia found a place along with its London counterpart. But the work of the College of Physicians which led to the publication of the first London pharmacopoeia in 1618 set standards of authority in these islands, to be followed in Edinburgh in 1699 and Dublin over 100 years later.

New products

To those on the register, the pharmacopoeia is that which was current at the time of qualification, and to a considerable number that must still be the issue of 1914, if only because it held sway for eighteen years. It seems strange today to find in that edition a formula for a diluted nitro-hydrochloric acid and to recall that it was prescribed for many years thereafter as acid. nitro-mur dil, for as far back as the P.L. of 1863, muriatic acid had become hydrochloric.

There were now products in the BP of 1914, such as aspirin (though not described in that manner) barbitone and adrenalin, and marching orders were given to the tinctures of arnica and sumbul. But official disapproval is not sufficient to guarantee obscurity, for only the other day was I asked for arnica—and only the other day I was able to meet the request.

New president

I feel sure that all will wish to be associated with your tribute to William Martindale Darling at the end of his term of office of president of the Pharmaceutical Society. He has been at the helm during a period of great change in many fields and he has been a great asset to pharmacy. He hands over the reins to another energetic and able member of Council, Mr J. P. Kerr who, despite his middle name, is no beginner.

Their close association extends over a good many years, and I feel sure that its continuance will be to the benefit of the profession. I wish Mr Kerr all success in office.

* The BP Addendum 1971 brought BP specifications into line with those of volume 1 of the European Pharmacopoeia. The official monographs are therefore now identical—Editor.

Take care of Savlon Babycare and the pounds will take care of themselves.

Did you know that baby toiletries are becoming more and more important to chemists? That it is one of the few areas where chemists are gaining over grocers? And that last year your sales increased by half a million pounds over the year before?

That's why you're on to such a big potential money-maker in ICI's Savlon Babycare. Babycare is, of course, a chemist-only range. But, even more important to you, it is the first range of baby care products specifically formulated to pharmaceutical standards. Each product, the cream, shampoo, lotion and talc, is medicated with an ICI antiseptic to overcome such common skin problems as nappy rash, cradle cap, soreness and chafing. So that mothers are provided with a complete skin-care routine.

We're spending big money on the biggest baby care campaign ever mounted in Woman, the biggest-selling women's

weekly magazine. Seven out of every ten women coming into your shop will see our colour pages in Woman and in the baby publications. Almost every new mother will have been given a sample of the cream in hospital, as well as a leaflet describing the whole range. All this, plus professional recommendation, is designed to direct her towards your counter looking for Savlon Babycare.

You can make high profit margins on all packs (over 40% on S.P.). With an extra display bonus from our representative if the Babycare products are featured on display.

Now make sure your shop carries Savlon Babycare – the one doctors and midwives recommend. Make space for Savlon Babycare where your customers can see and handle it, and, if you run into any difficulties in obtaining supplies from your wholesaler, contact your Savlon representative and he will sort it out.



BC47

SAVLON BABYCARE
all the care a baby's skin needs

NEW PRODUCTS AND PACKS

Cosmetics and toiletries

Outdoor Girl's Naturalash

Outdoor Girl are introducing Naturalash (£0.59), real hair, false eyelashes in black or brown which are scheduled to be on sale next month.

They are said to be so natural looking that they are ideal for beginners to experiment with and also "for the shy to gain confidence with" (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

Not only a cleanser

A firming and revitalising treatment as well as a cleanser is the description of Payot's Hemera cleansing milk, available in 3½oz (£1.70) and 6¾oz (£2.80) plastic bottles. Suitable for all skins the milk contains ribonucleic acid, biological oils and witch hazel extracts (Payot Ltd, 139a New Bond Street, London W1).

Mary Quant scrubs softly

Mary Quant have introduced Soft Scrub (£0.96), a thick cream which is presented with applicator brush, and is due on sale at the end of this month. It is designed as a supplement to the normal cleansing routine to remove the last vestiges of make-up and the deep-seated dirt and excess oil that can lead to bad skin and ugly blackheads.

The preparation is said to work up into a foamy lather and is recommended for use twice a week on oil skins and once a week on dry (Myram Picker Ltd, Hook Rise, Kingston By-pass, Surbiton, Surrey).

Rubinstein's big bold eyes

Helena Rubinstein have introduced kits of four cake eyeshadows, called Minute Big Bold Eyes (£1.20) and packed in cherry coloured compacts with sponge tip applicator and mirror.

There are four combinations—the Iced Lemon Kit, comprising Iced Lemon, Mist of Blue, Meadow Green and Watercress; Iced Strawberries kit, comprising Iced Strawberries, Alpine Green, Blue Yonder, and Blue Smoke; Iced Lilacs kit, comprising Iced Lilacs, Candied Lime, Wood Violet and Mauve Smoke; and the Iced Oyster kit, comprising Iced Oyster, Drift-

wood, Seafoam and Aqua Smoke. In each case, the first named shade is designed for highlighting just under the eyebrow, while it is suggested the other three can be used by applying the pale shade on the lid, the deeper toning colour in the crease and the contrasting colour under the eye.

The company have also launched Nudit in a rinse-off aerosol spray (£1.55), allowing depilation to be a much cleaner and simpler operation, and Heaven Sent in a 1oz perfume mist (£0.60). At the same time the 4oz size is being offered at £1.15 (value £2) and the dusting powder in a flask at £0.62 instead of the normal £0.82 (Helena Rubinstein Ltd, 31 Davies Street, London W1).

Pine bath milk

Ravika have introduced non-foaming Black Forest pine-needle bath milk, presented in 100ml glass bottles (£0.66) and said to contain conifer oils (Ravika Ltd, 2a Tottenham Road, Palmers Green, London N13 6HX).

Aronde sun cream

Aronde have introduced a sun cream (£0.25) packed in a gold handbag size container (Aronde Laboratories Ltd, Sherbourne Avenue, Binstead, Ryde, Isle of Wight).

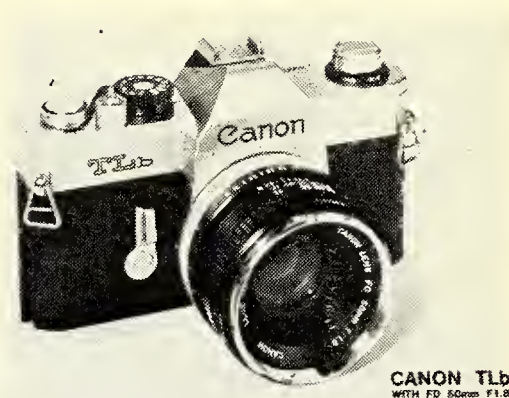
Eyelash dye

National distribution has begun for Dylash, an eyelash dye which is presented in tubes (£0.90) and contains Ursol dyes.

It is available in black, brown or blue and each pack can be expected to give 12 applications. As a launch offer, a free bottle of peroxide is supplied with each order as this has to be added to the dye (Lon (UK) Beauty Advisory Service, 61 Sloane Avenue, London SW3 3DM).

Yardley's Nature Lipids

Making their debut from Yardley are three skin care preparations, presented in the company's new smokey-grey oval-shaped containers. The newcomers, under the collective title of Nature Lipids, are



formulated for all skin types and designed to emulate the skin's natural lipids to regulate the moisture level.

The range comprises cream moisturiser in a 60cc jar (£0.89) with an introductory offer at £0.54, skin freshener, a milky skin tonic in 120cc bottles (£0.81) with half size introductory offer pack at £0.52 and cream cleanser in a 120cc jar (£0.89) with half size introductory offer pack at £0.59. Pre-loaded merchandisers are available to stockists (Yardley of London Ltd, 33 Old Bond Street, London W1).

Sachets against dandruff

Feversham have introduced sachets for Dr Page Barker's dandruff lotion (£0.07) and dandruff shampoo (£0.05), and are now operating an initial offer giving 63 per cent profit on cost (Feversham Products Ltd, 16 Devonshire Square, London EC2M 4SQ).

Photographic

SLR camera from Silber

A new SLR camera model T1b (£119.60 and £79.86 for Canon T1b body only) described as a sister to the Canon Ftb and using the same interchangeable lens system is available from J. J. Silber. Full aperture metering has been adopted.

The new camera has a Canon FD 50mm f1.8 lens, eye-level pentagonal prism viewfinder, and a focal plane shutter with

9 out of 10 of your customers are watching me keep cool on Beecham's £250,000 TV campaign for New COOL anti-perspirant deodorant!

Profit from my experience...

DISPLAY A LOT OF COOL

speeds from 1/5000 to one second and B multiple series. It also incorporates an exposure meter and the film speed scale is from 25 - 2000 ASA. An "ever-ready" case is priced at £5.75 (J. J. Silber Ltd, 11 Northburg Street, London EC1V 0AU).

Household

Bio-degrading Johnson products

A further two products from Johnson Wax's service products division are now bio-degradable. Sprint instant foaming cleanser for any washable surface, and 3 Way concentrated lavatory cleanser join the list of Johnson products that contain no "hard" detergents, ie, those which cannot be broken down by normal sewage plant treatments (The Service Products Division, Johnson Wax Ltd, Frimley Green, Camberley, Surrey).

Sundries

Wig-hats

Topsy Creations have introduced a "new idea" in hats—the washable Topsy Wig-Hat, (£3.50) which is a hat fringed by permanently curled hair.

Hats are available in patchwork design in blue/brown, red/black or red/mauve, and denim in burgundy, blue, red and mauve, the range of hair colours being blond, auburn, brunette and black (Topsy Creations, 190 Bishopsgate, London EC2M 4NR).

For temporary colostomies

Hollister Ostomy Products have introduced their loop ostomy products for the management of temporary colostomies. Current drainage bags for permanent colostomies are usually not large enough to fit around the protruding loop of bowel and as a result the patient can suffer from skin breakdown.

The range includes loop ostomy starter set, 3½in and 4½in (£2.64 trade); bridge (£5.17); karaya seal gasket, 3½in and 4½in (£2.86) and drainage stoma bag, 3½ and 4½in (£8.80) (Hollister Ostomy Products, Abbott Laboratories Ltd, Queenborough, Kent).

PRESCRIPTION SPECIALITIES

AMINOPLEX '5'

Manufacturer Salvia-Werk GmbH, Homburg/Saar, W. Germany

Distributor Geistlich Sons Ltd, Chester CH2 3QZ

Description Intravenous solution containing per litre:—L-isoleucine 1.20g, L-leucine 1.65g, L-lysine HCl 3.19g, L-methionine 2.40g, L-phenylalanine 1.65g, L-threonine 1.20g, L-tryptophan 0.60g, L-valine 1.95g, L-arginine 3.95g, L-histidine 1.05g, L-alanine 5.55g, glycine 4.50g, L-proline 1.50g, L-ornithine-L-aspartate 0.75g, nicotinamide 0.05g, vitamin B₆-HCl 0.03g, L-malic acid 2.01g, electrolytes: sodium 35mEq Na⁺, potassium 15mEq K⁺, chloride 62mEq Cl⁻ carbohydrates: sorbitol 125g, ethanol 50g

Indications Parental feeding

Contraindications Irreversible liver damage.

In moderate liver disease, Aminoplex '5' is not contraindicated

Dosage 1-3 litres per 24 hours for a 70kg adult

Notes Addition of drugs is not advisable

Storage At 5-25°C, protected from light

Packs 1-litre glass bottle (£5.40 trade)

Issued May 1972

LIORESAL tablets

Manufacturer CIBA Laboratories, Horsham, Sussex

Description Circular, flat white tablets, uncoated with bevelled edges and scored for halving. Upper imprint "KJ", lower imprint "CIBA". Each tablet contains 10mg baclofen

Indications Voluntary muscle spasticity due to multiple sclerosis and certain other spinal lesions, e.g. traumatic partial section of the spinal cord, motoneurone disease, tumours, syringomyelia etc

Contraindications History of epilepsy. No drug interactions observed

Dosage A gradually increasing dosage regime should be followed, 5mg three times a day for a minimum of three days, increasing by 5mg daily at a minimum of three-day intervals until optimal therapeutic effect obtained, usually between 40mg and 60mg daily

Precautions Patients with a proven history of peptic ulceration and severe psychiatric disturbances should only receive Lioresal under close medical supervision

Side effects Hypotonia and fatigue. Nausea, vomiting, day sedation and confusion have occurred. The incidence of these effects may

be decreased by reducing the dosage with little or no loss of therapeutic efficacy

Pack £5.84 for 100 tablets (exempt purchase tax)

Supply restrictions Recommended on prescription only

Issued June 19 1972

MALATEX cream and solution

Manufacturer H. N. Norton & Co Ltd, 133A Shawbridge Street, Glasgow G43 1QQ

Distributor Vestric Ltd branches

Description Cream containing propylene glycol 1.7 per cent, malic acid 0.36 per cent, benzoic acid 0.024 per cent, salicylic acid 0.006 per cent. Solution containing propylene glycol 40 per cent, malic acid 2.25 per cent, benzoic acid, 0.15 per cent, salicylic acid 0.0375 per cent

Indications As a desloughing agent where wound healing is retarded by the existence of slough, varicose and indolent ulcers, pressure sores and burns

Method of use The affected part should be cleansed with solution; the cream should be applied to the cleansed surface. This should be repeated twice daily

Side effects Mild pyrexia is possible in cases of extensive burns

Precautions Due to the acidic content, care should be taken to avoid contact with the eyes

Packs Solution—500-ml bottle (£0.75 trade) Cream 100-g jar (£0.75) and 125-g tube (£0.75).

Issued June 1972

INTRODUCTORY SACHET OFFER

gives **63%** PROFIT on Cost (39% on selling)

DOCTOR
Page-
Barker's

1 Box	Normal
4 Boxes	£1.04
	£4.16

**DANDRUFF
LOTION**

also
D.43

1 Box	£0.75
4 Boxes	£3.00

**DANDRUFF
SHAMPOO**

25 sachets per box

SPECIAL OFFER		
—	P.Tax 26p	Public 7p
£3.65	£1.04	each
Expires 30 JUNE any 4 boxes qualify		

TRADE NEWS

Farleys 'in shrink wrap for C&C

To meet the special requirements of cash-and-carry outlets Farley's Infant Food Ltd, Torr Lane, Plymouth, PL3 5UA, have recently been carrying out intensive studies on the packaging of their products. In particular a special three-month study was conducted on the use of shrink wraps for selected products. The result was that sales rose more than 13 per cent.

Consequently the company has now adopted shrink wraps for three of its major products. Farley's rusks (12 packets of 6) Farex fingers (12 packets of 18) Farlene (12 8oz packets).

In each instance the standard case is 24 packets, and the new sizes are available in cash-and-carry outlets only.

"They are in effect tailor-made for their purpose", explains product manager Mr Brian Farrar. "On the one hand shrink wrapping adds impact and sales appeal in cash-and-carries, and on the other the 1 dozen case helps widen distribution especially to the smaller retailers who do not have adequate space to stock the standard 2-dozen cases, even of rapidly expanding lines like Farex fingers".

Presenting Cyclax

Cyclax Ltd, 65 South Molton Street, London W1, are now packing their skin bracer tissues in sachets (£0.04, three for £0.10). They are also offering Moistura at £0.85 instead of £1.45 for a limited period and a special introductory size of Neojuven cucumber soap for £0.70.

Easy selection and fixing

Eylure Ltd, Grange Industrial Estate, Cwmbran, Mon NP4 2XR, are now presenting their Easyfix nails in a new pack, with instructions explaining that the nails can be prepared 12 hours before they are worn and a new counter merchandiser containing six boxes and a selector. Until July, the current trade price remains in operation despite the retail price increasing to £0.79 from June 15.

Valstock Valuers

Valstock Valuers draw attention to the economic terms for their stocktaking, audit transfer and probate services. They are at 79 Griffiths Road, London SW19, the premises previously occupied by Kingston Associated Valuers that ceased to trade earlier this year. We regret that the advertisement appearing in the June Quarterly Price List refers to the defunct company instead of Valstock Valuers.

Cool at the crease

As in previous years, Shulton (Great Britain) Ltd are supplying the MCC and Australian cricket teams with men's toilet-

ries for use in the dressing room during the five test matches in the 1972 cricket season.

Last year the MCC toured Australia and took plenty of Shulton products with them, and were restocked by Shulton's Australian company when the bottles began to run low.

Change in terms of business

W. R. Warner and Co Ltd, Eastleigh, Hants, announce a change in their terms of business with effect from July 1. Discounts will then be 5 per cent on orders of £25 and 7½ per cent on orders of £100. Carriage will be paid on orders of £10 and direct orders below this value will be subject to a handling charge.

Vestric value

Vestric Ltd, Chapel Street, Runcorn, Cheshire, are now distributing the second edition of *Vestric Value*, the discount order pad introduced last year to encourage minimum quantity buying. To qualify for discount, orders must be at least four assorted packs, and as well as the 5 per cent a further 2 per cent is offered for payment within 14 days.

Free VAT guide

NCR has produced a basic guide to value added tax for the retail trades, covering an introduction to VAT, methods of making returns to the Customs & Excise and VAT record keeping. A reproduction of the tax returns form is also included, together with a cautionary note about penalties which will be incurred if returns are not made and adequate records kept.

Copies may be obtained, free of charge, from SP & A Dept, The National Cash Register Co Ltd, 206 Marylebone Road, London NW1 6LY.

Seton 'Leg' Drainage Bag

The Seton "leg" drainage bag, previously supplied only by MSA Ltd, can now also be obtained direct from the manufacturer, Seton Products Ltd, Tubiton House, Medlock Street, Oldham, Lancs.

The "leg" bag, designed for the

ambulant or chair-ridden patient who is incontinent of urine, incorporates a non-return valve and drainage outlet and can be used either with an indwelling catheter or male incontinence sheath.

Manufactured from soft PVC, it is presented individually wrapped, complete with fastening tapes, in boxes of 10 (sterilised by ethylene oxide). Also available from Seton is a one piece male incontinence sheath in three sizes. In addition to being used with the "leg" drainage bag, these may also be used with the Seton range of bedside urine drainage bags.

Bumper Johnson baby powder

Johnson & Johnson Ltd, Slough, Bucks, have introduced a bumper size container of their baby powder, 454g (£0.49), which is 156g more than the next size.

Bonus offers

Oakes & Co Ltd, Hutton, Essex. Dentyr-bleach in redesigned packaging. 14 invoiced as 12 (until July 31).

Vestric Ltd, Chapel Street, Runcorn, Cheshire. Aquacene. 12 invoiced as 10, for as long as stocks last. Packs come in self-service display outer during this period.

Wilkinson Sword (Acton) Ltd, Sword House, Great West Road, Brentford, Middlesex. Banded special retailer vouchers on packs of blades, worth 30p on the 25 x 10 pillarpack and on the 50 x 5 swordpack and 15p on the 25 x 5 pillarpack. Vouchers are redeemable until September 30 from Wilkinson Sword Voucher Offer, 21 Seymour Road, East Molesley, Surrey.

William Freeman & Co Ltd, Suba-Seal Works, Staincross, Barnsley, Yorks. Suba-Seal and Suba-Screw hot water bottles. 5 per cent discount on all orders placed prior to June 30 and for delivery before December 31.



9 out of 10 of your customers are watching me keep cool on Beecham's £250,000 TV campaign for New COOL anti-perspirant deodorant!

Profit from my experience...

DISPLAY A LOT OF COOL



Chemists advisory panel planned by new UK company

Lipcote
- the established transparent lip gloss now available in two new presentations with small counter display units of six. National advertising is now taking place - order now.



BGP Cosmetics
(Division of G. O. Woodward and Co. Limited),
225 Putney Bridge Road,
London, S.W.15

"A marriage between retailer and manufacturer". That phrase summarises the underlying policy towards the cosmetics industry of Mr Neil Brookwick, managing director of Bonne Bell Ltd, the American company which has entered the UK market this month.

At present the range is being sold through selected department stores only, but is intended that early next year a selective distribution network to chemists will begin to be set up.

Accompanying this step will be several unusual facets of operation, as Mr Brookwick revealed in an exclusive interview with *C&D*.

Because of the great importance he attaches to close liaison between retailer and manufacturer, he is planning to instigate a form of advisory panel, consisting of four or five pharmacists probably from the London area, who will meet regularly to exchange ideas and be consulted on the basis of a pre-selection committee for products that are being considered for introduction into the UK from the United States. In the long-term too Mr Brookwick sees such a group as providing a useful forum for assessing retailers' opinions on the future of cosmetics through their outlets.

Rationalise stock

Not only is he a strong advocate of the theory that pharmacists themselves should rationalise stock, he believes the manufacturer also has a vital role to play in this respect. An example is that he intends to restrict the range of lipstick shades to a maximum of a dozen, or less if possible, replacing a few at a time according to the dictates of fashion.

This approach indeed reflects the overall strategy of Bonne Bell who aim to keep the range constant, priding themselves on customer loyalty to the individual products as well as to the brand.

In this country, however, distribution will not be general. Mr Brookwick plans to set up a franchise and feels that a selective marketing programme with major outlets should be adequate, providing the range is supported sufficiently at point of sale.

In return, the company hope to offer a comprehensive and thorough service, including a monthly to six-weekly journey cycle to all stockists by representatives who will carry out a system of cross merchandising between outlets to ensure the pharmacist is never left with quantities he is unable to move. This, asserts Mr Brookwick, should be standard prac-

tice throughout the industry as "it is just common sense".

In addition, he proposes to recruit staff to travel the country holding promotional demonstrations of the products. "A customer in a provincial pharmacy is just as important as the one in a major department store in a major city," he explained, "although that doesn't mean her tastes will be the same. I think far more attention should be paid to the regional differences when deciding on a sales pattern."

Bonne Belle, based in Ohio, was founded in 1927 by Mr J. G. Bell, father of Bonne Bell after whom the range of cosmetics is named. She is executive vice-president and is actively involved with the company, which remains a family concern; her husband, Bill Eckert is vice-president in charge of international sales, while her brother, Jess is president.

Two products of particular interest are Well Spring (*C&D*, May 20), and Ten-O-Six lotion, which is claimed to be the biggest selling combined cleanser and toner in America. A golden liquid it contains isopropanol, and is said to have been efficacious for such complaints as sunburn, nettle rash, and athlete's foot as well as the purpose for which it was originally intended.

An indication of its success is that in addition to being sold in quarts and pints, the annual promotion in May consists of many thousand one-gallon containers emerging from the American production line, and apparently this package grows in popularity each year.

The remainder of the range, of which approximately half is currently being marketed in the UK, includes medicated make-up, Ten-O-Six shampoo, cleansing bar and tissues, face powders, suntan preparations and glosses.

Cold sterilisation service

The cold sterilisation of medical supplies by ethylene oxide vacuum fumigation is offered by Rentokil Ltd's fumigation division, Morocco Street, South London.

The service can also be used for sterilising talcum powder, false eyelashes, cosmetics and pharmaceutical commodities such as powdered senna.

A built-in circulation system produces even and rapid distribution of the fumigant and under vacuum its insecticidal and bactericidal effect is improved by the lack of oxygen. No heat is applied so the goods suffer no change during treatment.

The Degash fumigation equipment used can also be supplied by Rentokil to organisations wishing to purchase their own treatment plant.

PROMOTIONS

Syntex top salesgirls

Syntex Pharmaceuticals latest competition for salesgirls begins on Monday and runs until July 14.

During this four-week period the assistant who sells the most Syntex skin care products in her area will win £25.

In addition, the five runners-up in each of the five regions (Scotland, Northern Ireland and the North; East and West Midlands; Wales and the West; London; and the South East) will receive a special travelling case.

Competition scorecards which have to be countersigned by managers and returned to Syntex by July 20, are enclosed with copies of *Pharmscript* or are available direct from Skin Care Division, Syntex Pharmaceuticals Ltd, St Ives House, Maidenhead, Berkshire.

Anadin wild words

Anadin are running a "wild words competition" for retail pharmacists, which is open until the end of August and consists of placing eight product selling points in their order of importance.

To qualify for entry a total of nine cards have to be collected to make up the sentence: "For tense nervous headache nothing sells faster than Anadin". A card carrying one of these words is included in each special pack of standard quantities. Prize winners will receive a credit note to the value of their qualifying order (International Chemical Co Ltd, 11 Chenies Street, London WC1E 7ET).

Stop 'n Grow outer

Stop 'n Grow is now available in display outers containing three units, each with a showcard already mounted in position. This product, claimed to be the leading anti-nail biting preparation, is promoted through women's, teenage and the national Press (Mentholum Co Ltd, Slough, Bucks).

Earex advertising

Earex ear drops and swim plugs are now being advertised extensively in all national newspapers (Earex Ltd, Tulketh Street, Southport, Lancs).

Bio-Strath for tennis

From next week, Bio-Strath is being advertised in the *Daily Mirror*, *Daily Express*, *Evening Standard* and on the London underground to coincide with the Wightman Cup and the Wimbledon tennis tournament (Stratenport Ltd, Stratenport House, Tring, Herts).

Lentheric on television

A new policy for the Lentheric organisation is now emerging with the use of television for advertising some of their products for the first time. Recently Tweed Parfum de Toilette appeared in Scotland and as support for Fathers' Day gift shopping, Onyx after shave balm was shown in London last weekend and yesterday and also is to appear today. This, according to a company spokesman, could be followed by more extensive advertising



through this medium (Lentheric Morny Ltd, 17 Old Bond Street, London W1X 4AY).

Scotties' make-up hints

Until the end of next month, all Scotties white and rainbow packs are carrying a series of hints with two of the four provided by Revlon—one on make-up and the other on skin care. The set is completed by crochet (Sirdar) and colour in the home (Berger Paints) (Bowater-Scott Corporation Ltd, Bowater House, London SW1X 7LR).

Olympic sponsors

The British team at the Munich Olympic Games in August are to be protected from the sun by Chefaro Proprietaries' Sylvasun, the vitamin A based tablets. Among the other manufacturers who have donated products are Bronnley, Fabergé and Ritters, whose Muesli is claimed to have been chosen as the only breakfast cereal to be provided for Olympic competitors.

Consumer offers

□ A sachet of US herbal bath free with each size of US anti-perspirant (Johnson Wax Ltd, Frimley Green, Camberley, Surrey).

□ On-pack Jeypine disinfectant offer of an Agfa Iso-Pak camera with carrying strap, instruction book and cartridge of colour film for £2.88, a saving of £1.70, as well as a free film for life (Jeyes (UK) Ltd, Brunel Way, Thetford, Norfolk).

ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Alka-Seltzer: All areas

Anne French cleansing milk: Ln

Anne French cream cleanser: M

Aquasil: So

Bisodol: Y, NE, U

Close Up: All except E

Cutex colour schemers: Ln, M, Lc, Y, Sc

Elastoplast: All except U, E

Elnett Satin: All except E, CI

Erasmic: Ln, Lc, Y, So, NE, A

Fresh & Dry Alpine: Y, WW

Fresh & Dry with natural herbs: All except E, CI

Harmony Protein Plus: All except E

Immac: Ln, M, Lc, Y, WW, So, NE, U, B, CI

Light powder Arrid extra dry: All except U, E

Polaroid sunglasses: All areas

Polaroid Super Swinger cameras: All areas

Rennies: All except U, E

Shield: All except E

SR: All except E

Sunsilk shampoo: All except E

Sure: All except E

US anti-perspirant: All except U, E

Vapona: Ln, M, Lc, Y, Sc, WW, So, NE, A, B

Vapona Spirelle: So

Wilkinson Sword blades: All except E

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Meet Fred. At heart he's just a great big softy. But he's a great one for sales.

He's our great new Calgon character. Promoting Calgon in its new hard-selling re-styled pack.

Your customers will be seeing them both in full pages in Good Housekeeping, Homes and Gardens, Woman and Home and Ideal Home.

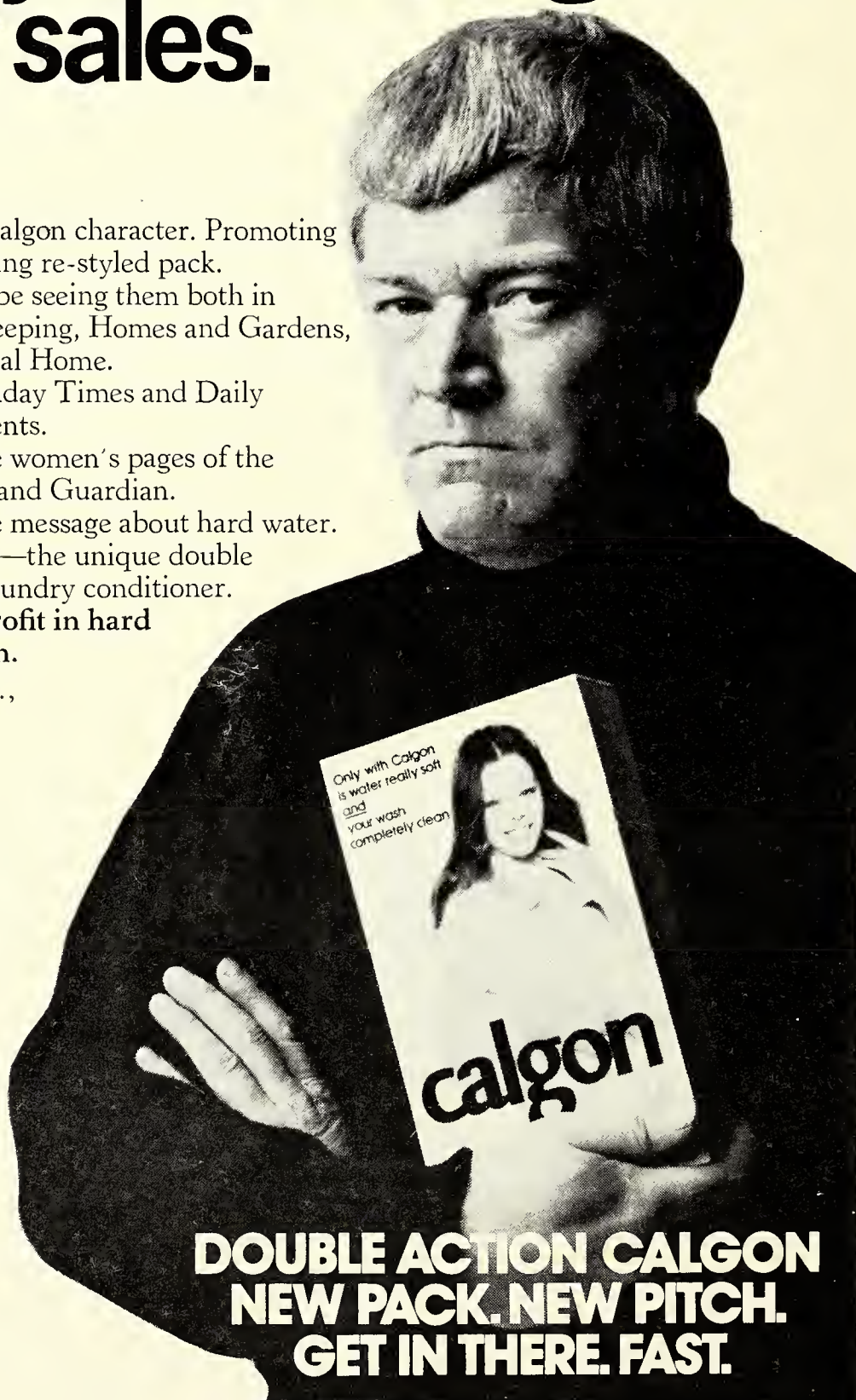
Half pages in the Sunday Times and Daily Telegraph colour supplements.

And big spaces in the women's pages of the Observer, Sunday Express and Guardian.

They'll be getting the message about hard water. And learning about Calgon—the unique double action water softener and laundry conditioner.

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Tel: 021-552 3333.



**DOUBLE ACTION CALGON
NEW PACK. NEW PITCH.
GET IN THERE. FAST.**



		Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p			Trade £.p	Tax £.p	Retail £.p
BEECHAM'S (104 BP)					perfume					CREAM SILK (412 Elida-Gibbs)				
pills		1.325dz	0.335dz	0.17	trial size	1.0 cc	..	..	0.50	hair conditioner				
powders					48	3.5 cc	..	..	1.85	flyaway or brittle				
+ hot lemon	30	0.875	0.22	0.04%	49	7 cc	..	..	3.10	sachet	0.35dz	0.09dz	0.04%	
		(2½ dz)	(2½ dz)		50	10 cc	..	..	4.50	bottle	1.27dz	0.32dz	0.17	
					51	15 cc	..	..	5.75					
					52	30 cc	..	..	9.50					
BENYLIN (938 PD)					BRADOSOL (262 CIBA)					CROUPLINE (1068 Roberts)				
expectorant	125 ml	2.10dz	0.54dz	0.31 +s7	lozenges	24	0.12	..	0.18	cough syrup	small	1.24dz	0.31dz	0.18
with codeine	125 ml	0.20	0.05	0.35 +s7DDI	pack of 20					large	2.41dz	0.60dz	0.34	
BISLUMINA (824 MCP)					BRUN (1588 HG)					C. T. A. (1091 Rybar)				
packs of 50 and 250 tablets				d	hair dryer	HLD	9.41	1.66	12.00	28 ml	0.90dz	0.22dz	0.13	
BITUPAL (1387 L of L)					HLD4		5.89	1.04	7.50					
ointment	tube	0.30	0.075	0.60	BRUMES (933 PLG)					DANERAL (614 Hoechst)				
BLAKE'S (135 TB)					parfum de toilette					entire entry				
witch hazel cream	100 g	0.21	0.05	0.38	15 cc	..	..	..	0.95	DECKERS (923 OG)				
BLANCHARD'S (804 Martyn)					50 cc	..	..	..	1.85	bay rum	5oz	0.10	0.025	0.18
pills	54	1.35dz	0.34dz	0.18	100 cc	..	..	..	3.10	DEPIXOL (779 Lundbeck)				
BLEASDALE'S (139 Bleasdale)					200 cc	..	..	..	4.50	(distributors 1556 Farillon)				
antiseptic ointment					400 cc	..	..	..	5.75	ampoules 20 mg/ml	10	8.00	2.00	
25 g	0.50dz	0.125dz			perfume	1.0 cc	..	..	0.50	40 mg/2 ml	10	12.50	3.125	
50 g	0.70dz	0.175dz			3.5cc	..	..	..	1.85	DETHLAC (506 Gemhardt)				
bronchial emulsion					7 cc	..	..	..	3.10	aerosol	142 g	2.85dz	..	0.32
100 ml	0.73dz	0.18dz			10 cc	..	..	..	4.50	DIOVOL (1441 Wallace)				
250 ml	1.13dz	0.28dz			15 cc	..	..	..	5.75	suspension	16 oz	0.56	0.14	
500 ml	1.88dz	0.47dz			30 cc	..	..	..	9.50	tablets	50	0.27	0.07	
chillie paste	50 g	0.74dz	0.185dz		BRUT (446 F1)					250	1.23	0.31		
compound	25 ml	0.96dz	0.24dz	+DDI	deodorant stick	..	..	..	0.80	100	1.16	0.29		
50 ml	1.68dz	0.42dz	+DDI		BUNTY (234 Cartwright)					forte				
coconut oil shampoo					powder	tin	0.93dz	0.235dz	0.13%	DRURYS (1618 BFL)				
100 ml	0.78dz	0.195dz			soap	..	1.09dz	0.275dz	0.13%	infants' soothing mixture		0.10	0.025	0.15
zinc and castor oil cream					BUZZ OFF (252 Chelspa)					0.23	0.06	0.06	0.34	
25 g	0.45dz	0.11dz			liquid	35 cc	1.02dz	0.255dz	0.15	D. X. (608 Hinders)				
50 g	0.55dz	0.135dz			CADUM (280 CP)					vaporiser insole	pair	3.36dz	0.36dz	
100 g	0.94dz	0.235dz			soap toilet	..	2.78	0.695	0.05%	DYLON (816 Maybom)				
BLOC-MEN (845 GM)					bath	..	(6 dz)	(6 dz)	0.08	cold fix sachet	..	..	..	0.03
emulsion	0.35	0.08	0.58		CAFFEXEN (211 Butler)					curtain white sachet	..	..	..	0.06
stick	0.30	0.08	0.50		100 ml	0.155	0.04	0.27		bottle	..	..	..	0.22
BLUE GRASS (60 Arden)					CALIFORNIAN POPPY (1102 Sanitas)					paintex cold dye	..	..	..	0.08
bath cubes	733.75	..	..	0.90	perfume	trial	0.845dz	0.210dz	0.125	thickener carton	..	..	..
bath mitt	743.75	..	..	1.35	perfumed Cologne	standard	1.255dz	0.315dz	0.18	ECLIPSOL (1282 VB)				
bath oil	766.82	..	..	2.50	talcum powder	..	2.25dz	0.56dz	0.33	hair grower forcer	1.40dz	0.35dz	0.25	
	766.00	..	..	1.80	C. A. M. (1091 Rybar)		1.12dz	0.28dz	0.16	pine tar shampoo	0.75dz	0.187dz	0.12	
bath salts	762.75	..	..	1.40	150 ml	1.80dz	0.45dz	0.27		prescription 483	1.40dz	0.35dz	0.25	
brilliantine	301.75	..	..	0.70	CAMAY (1010 P&G)					ELIZABETH ARDEN (60 Arden)				
deodorant liquid	724.90	..	..	0.70	soap bath		3.38	0.82	0.10	anti-brown masque	114.01	..	..	1.15
roll-on					CAMPHONIA (1618 BFL)					astrigent patter	770.00	..	..	2.50
731.00	..	..	..	0.70	0.09	0.025	0.14			atomiser	788.00	..	..	0.95
spray	722.75	..	..	1.50	0.155	0.04	0.24			Beauty Sleep	127.33	..	..	1.80
stick	729.00	..	..	0.75	CAMTHOL (620 Hooper)					127.34	..	..	..	3.50
fluffy cream					linctus	150 ml	0.095	0.025	0.30 +	127.35	..	..	..	5.90
730.00	..	..	..	0.75	300 ml	0.165	0.0425	0.50 +		body cream	344.55	..	..	0.80
dusting powder	755.75	..	..	0.80	CANOE (350 Dana)					344.85	..	..	..	1.20
739.75	..	..	..	1.20	Cologne	100cc	1.24	0.302	2.27	Bye-Lines	214.02	..	..	2.75
oval	746.75	..	..	1.70	220cc	2.06	0.502	3.77		cleansing cream	110.02	..	..	0.85
round	754.75	..	..	1.80	420cc	3.43	0.836	6.27		110.04	..	..	..	1.40
lightweight	744.75	..	..	0.85	spray bath powder	196g	0.365	0.089	0.67	110.08	..	..	..	2.35
eau de parfum	800.38	..	..	1.00	talc	120g	0.45	0.11	0.82	110.16	..	..	..	3.85
800.37	..	..	..	3.10	CARISOMA (1441 Wallace)					colour clear blushing gel	423.95	..	..	1.50
800.20	..	..	..	0.80	compound	50	0.38	0.10	+s4B	bronzing gel	422.97	..	..	1.95
800.32	..	..	..	1.30	250	1.79	0.45	+s4B		colour veil compact	549.00	..	..	1.85
800.21	..	..	..	1.80	CELABS (727 Lane)					refill	548.66	..	..	0.75
800.23	..	..	..	2.80	tablets	95	0.17	0.045	0.29	550.00	..	..	..	0.75
800.22	..	..	..	2.80	180	0.26	0.065	0.46		complexion clear	120.02	..	..	1.25
atomiser	800.22	..	..	2.80	CEREVON (218 Calmic)					cream patter	780.00	..	..	2.50
spray	800.46	..	..	1.60	tablets	100	..	..	d	creme extraordinaire				
lightweight	800.56	..	..	1.60	CHAPPIE (967 Petfoods)					125.01	..	..	..	2.30
fluffy milk bath	741.75	..	..	1.95	economy	1.26dz	0.20dz	0.14%		125.02	..	..	..	3.90
foaming beauty bath					CHARABS (727 Lane)					125.35	..	..	..	5.90
769.75	..	..	..	1.55	tablets	95	0.17	0.045	0.29	eight hour cream	118.01	..	..	0.85
969.00	..	..	..	4.95	180	0.26	0.065	0.46		118.99	..	..	..	1.15
980.00	..	..	..	6.95	CHARM (1327 WSL)					eyebrow brush	781.00	..	..	0.30
989.01	..	..	..	29.00	hairpins polypak	2.90	0.725	0.04		eyebrow pencil	373.00	..	..	0.40
hairspray	318.75	..	..	1.15	(gross)	(gross)				automatic	394.00	..	..	0.95
hand lotion	347.75	..	..	0.75	CHIRON (387 DBMP)					refill	395.00	..	..	0.40
	347.71	..	..	1.20	barrier cream	tube	0.19	0.05	0.30	eyelashes	398.00	..	..	1.70
lightweight	347.55	..	..	0.75	CIRCULIN (727 Lane)					extra thick	399.00	..	..	1.80
	347.85	..	..	1.20	forte	120	0.35	0.09	0.65	extra long	368.00	..	..	1.80
	347.95	..	..	2.25	CIRCULINOL (727 Lane)					full	384.00	..	..	1.80
moisture bath	761.75	..	..	1.75	100	0.57	0.145	0.98		semi	383.00	..	..	1.65
perfumair	800.06	..	..	1.90	CLAIROL (172 BMCL)					lower	382.00	..	..	1.65
perfume	800.41	..	..	4.50	Born Blond colourant	0.315	0.079	0.54		spikelet	385.00	..	..	1.80
800.42	..	..	..	7.15	lightener	0.373	0.093	0.64		fixative	398.99	..	..	0.35
golden atomiser					CLOSE UP (412 Elida-Gibbs)					eyeliner brush	790.00	..	..	0.40
refill	800.48	..	..	3.75	toothpaste	economy	2.24dz	0.56dz	0.29	eyeliner pencil	369.00	..	..	0.85
mist	800.34	..	..	1.70	COBADEX (311 C)					refill	370.00	..	..	0.40
oil	800.35	..	..	1.50	ointment 0.5%	20 g	0.35	..	0.52%TS	eyeliner cake	379.00	..	..	0.80
soap hand (1)	734.75	..	..	0.45	1%	20 g	0.50	..	0.75 TS	eye make-up remover	367.99	..	..	0.65
(3)	749.75	..	..	1.35	COLGATE (280 CP)					eye shadow cake	381.00	..	..	0.80
bath (1)	747.75	..	..	0.70	shave cream					cream	360.01	..	..	0.80
(3)	748.75	..	..	2.10	lather or brushless	..	1.54dz	0.385dz	0.19%	creamy powder	377.00	..	..	1.20
travel	752.75	..	..	0.70	COOL (105 BTD)					shado III compact	364.02	..	..	1.50
solid Cologne	825.01	..	..	0.80	antiperspirant aerosol					shado wand	793.00	..	..	0.45
BODY BULK (793 MFL)					standard	2.45dz	0.615dz	0.32		eyebrow tweezers	774.00	..	..	1.25
3lb	1.02	..	..	1.35	economy	3.065dz	0.77dz	0.40		faint blush	419.00	..	..	1.95
7lb	2.08	..	..	2.77	roll on	2.145dz	0.54dz	0.28		fluffy cleansing cream	112.02	..	..	0.85
BOUNCE (967 Petfoods)					refill	1.765dz	0.445dz	0.23		112.04	..	..	..	1.40
economy	1.61dz	0.25dz	0.18%		COOLICURE (1618 BFL)					112.08	..	..	..	2.35
BOUQUET (576 PH)					0.155	0.04	0.24							
hand cream	4 oz	0.18	0.045	0.32	CORNEX (534 GT)									
8 oz	0.24	0.06	0.42		7 ml	0.075	0.019	0.14						
500 ml	0.45	0.11	0.79		COW & GATE (307 C&G)									
21	1.20	0.30	2.10		milk food									
BOURRASQUE (933 PLG)					full cream	454 g	3.79dz	..	0.36					
parfum de toilette					half cream	454 g	3.79dz	..	0.36					
15 cc	0.95	humanised	454 g	3.81dz	..	0.36					
50 cc	1.85										
64	100 cc	3.10			</							

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ndation, featherlight	403.00	..	0.90	Seaqua	0.75	FRESH'N QUICK (903 NPU)	1.08	0.27	0.07½		
box	982.00	..	2.75	moisture soap 686.00	..	..	1.75	cleansing pads	(2 dz)	(2 dz)	
	985.00	..	15.00	sea bath foaming	..	..	2.10	GARDALL (265 JC&Co)	0.85dz	0.212dz	0.12
	976.00	..	34.00	sea dust 684.06	..	..	1.75	antiseptic	227.3 ml	1.80dz	0.26½
	966.00	..	5.25	spray 687.00	..	..	2.35		568.2 ml	8.80dz	1.28½
	955.01	..	2.25	sea emollient 681.06	..	..	1.75	GARLISOL (135 TB)	90 g	0.20	0.35½
	994.00	..	31.00	sea fluff 685.22	..	..	1.50	ointment			
	983.00	..	8.50	sea gelee 680.99	..	..	2.10	GARRIGOS (148 Bonscarle)			
s over	620.00	..	0.65	sea smooth lotion	..	..	2.10	fruit compounds			
dkerchief tissues	777.00	..	0.30	sea salts 688.06	..	..	2.10	apple, apricot, banana,			
ling cream	102.02	..	0.90	sea splash 682.06	..	..	0.85	lemon, orange, peach,			
sion foundation	410.00	..	0.95	sensitive skin cream	..	..	1.40	pear	1 k	4.30dz	
	410.98	..	0.95		..	..		blackberry, blackcurrant,			
	411.00	..	2.35	shampoo egg fluff	..	..	0.80	sweet cherry, raspberry, red			
sible veil compact	552.00	..	0.85		..	..		currant	1 k	4.65dz	
	524.00	..	2.50	skin tonic gloss	..	..	0.85	wine concentrates			
	526.00	..	1.25		..	..	1.80	red, white, rose	1 k	7.60	
tint	400.00	..	1.40		..	..	3.40		(2 dz)		
tick case gilt	658.E.O.	..	1.45	lightweight	..	..	0.85	sherry, port, muscat	1 k	7.50	
	660.E.O.	..	1.65		..	..	1.80		(2 dz)		
refill	633.01	..	0.70	soothing lotion	..	..	0.90	wine bases	1 k	3.00	
id morning or	126.02	..	2.85	spatula	..	..	0.25		(½ dz)		
ght cream	794.00	..	1.00	special astringent	..	..	0.95	GERIVIN (1091 Rybar)			
ke-up brush	792.00	..	0.50	special eye cream	..	..	1.60	tonic	150 ml	2.70dz	0.67dz
	796.00	..	1.50	special hormone cream	..	..	0.90		250 ml	4.20dz	1.05dz
scara	392.00	..	0.95		..	..	2.15	GOLDEN ROSE (1327 WSL)	2.85	0.715	0.04
scaretic	130.00	..	1.25	sun gelee	..	..	0.95	hairgrips cushion-tipped	(gross)	(gross)	
refill	131.00	..	0.85	sunpruf cream	..	..	0.85	GOMAXINE (1059 Riddell)	40 g	0.08	0.02
scarette	388.00	..	1.30	transparent powder	..	..	1.75	cream	35 g	0.12	0.03
refill	389.00	..	0.95	compact	..	..	1.15	GONNE (727 Lane)	100 g	0.22	0.055
after shave lotion	900.02	..	0.65	refill	..	..	0.75	HEAVEN SENT (596 HR)			
	900.00	..	1.20	large	..	..	0.90	perfume mist 1 oz 4011	..	..	0.60
	901.00	..	1.75	Ultra Amoretta	..	..	0.90		4 oz 4018	..	2.00
sandalwood	902.02	..	0.65	veiled radiance	..	..	1.70	HEDEX (1190 SHP)	24	2.21dz	0.23
	900.11	..	1.20	vitamin cream	..	..	0.95	HEEMEX (727 Lane)	28 g	0.11	0.03
	901.11	..	1.75		..	..	1.60	HEINZ (593 Heinz)			
gelee	907.00	..	0.65	EMBROLIN (488 Fylde)	0.72dz	0.18dz	0.13	strained foods					
atomiser	924.00	..	0.95	(distributors 234 Cartwright)	1.32dz	0.33dz	0.20	dinners and fruits					
Classic Cologne	927.00	..	1.85	ENTREX (680 Kalium)	2.52dz	0.63dz	0.41	can 4½ oz	1.064	..	0.05½		
deodorant cream	920.00	..	0.75	powder	0.96dz	0.24dz	0.16	all other varieties	can 4½ oz	0.872	0.04½		
liquid	919.00	..	0.75	liquid	1 oz	0.96dz	0.16	can 4½ oz	0.872	..	0.04½		
roll-on	935.00	..	0.75	ENTROSALYL (311 C)	dp200	0.445	0.15	all other varieties	jar 4½ oz	1.064	0.05½		
spray	918.00	..	1.50	tablets	dp1000	1.47	0.75	junior foods					
eau de Cologne	923.02	..	0.70	ERYTEX (211 Butler)	jar	0.08	0.02	dinners and fruits	can 4½ oz	1.064	0.05½		
	923.00	..	1.30	ointment	500g	0.50	0.75	can 4½ oz	0.872	..	0.04½		
hair cream	925.00	..	1.60	ESTOLAN (923 OG)	tube	1.16dz	0.29dz	0.17	all other varieties	can 4½ oz	0.872	0.04½	
tonic	933.00	..	0.75	tube	25	4.20dz	0.52½	all varieties jar	6 oz	1.26	0.06½		
pre-electric shave lotion	936.00	..	1.50	EUPHORAMIN (1091 Rybar)	tablets	1.24dz	0.31dz	0.18	toddler foods	can 7½ oz	1.26	0.06½	
	916.00	..	1.20	EVEREST (252 Chelspa)	sting relief lotion 35 ml	1.24dz	0.31dz	0.18	HOLLISTER (2 Abbott)				
	917.00	..	1.75	EYLURE (443 Eylure)	fashion lashes	5.05dz	1.23dz	0.75	loop ostomy set	2.64			
shampoo	932.02	..	0.65	soft points	FABULO (554 Haetam)				bridge (20)	5.17			
shaving cream	905.00	..	0.80	hair rollers	No.00	10	0.80dz	0.20dz	karaya seal (10)	2.86			
foam	903.00	..	0.95	No.1	8	0.80dz	0.20dz	0.20dz	drainable bags (20)	8.80			
skin shield	904.99	..	1.20	No.2	6	0.80dz	0.20dz	0.20dz	HOOVER (621 Hoover)				
soap hand	921.00	..	0.55	No.3	4	0.80dz	0.20dz	0.175dz	Vanity hair dryer and				
bath	922.00	..	0.80	No.3	4	0.80dz	0.20dz	0.175dz	manicure set	No.8204	8.14	2.04	
travel	921.23	..	0.80	new style large	4	0.70dz	0.175dz	0.29	HOUBIGANT (624 Houbigant)	0.45	0.1125	0.75	
talcum	909.02	..	0.55	ex.large	3	0.70dz	0.175dz	0.25	antiperspirant deodorant	0.45	0.1125	0.75	
	909.03	..	0.85	nail brushes	penguin	1.25dz	0.315dz	0.25	HYDROCORTONE (837 MSD)				
traveller II gift case	940.00	..	2.40	swan shape	1.00dz	0.25dz	0.25	cream non-greasy	2.5%	15g			
weekender	323.00	..	1.75	nylon combs	dressing	0.50dz	0.125dz	0.125dz	ILOX (620 Hooper)	eye lotion	..	0.09	
ilky liquid cleanser	202.72	..	1.25	pocket 5 in	0.30dz	0.075dz	0.075dz	INDISCRET (1397 PdeLL)	Cologne 1 oz	3143	3.43dz	0.86dz	
	202.81	..	2.60	5½ in	0.34dz	0.085dz	0.085dz		2½ oz	3138	6.50dz	1.63dz	
	202.55	..	0.85	styling	0.40dz	0.10dz	0.10dz		4 oz	3124	11.65dz	2.91dz	
	202.80	..	1.45	tail	0.38dz	0.095dz	0.095dz		8 oz	3126	18.86dz	4.72dz	
moisture cream	103.01	..	0.90	FAMLAX (1068 Roberts)	tablets	large	1.35dz	0.34dz	perfume 2 cc	3001	3.08dz	0.77dz	
oil	209.55	..	0.70	FERROL (573 JH)	compound	170.4 ml	3.15dz	0.45 +	4 cc	3160	4.80dz	1.20dz	
	209.59	..	1.40			454 ml	6.25dz	1.5625dz	½ oz	3156	6.50dz	1.63dz	
ail enamel cream	345.50	..	0.65	FERRO MANDETS (746 Lederle)	pack of 100	1 oz	3055	21.60dz	5.40dz	
pearlized	345.51	..	0.80	FERYBAR (1091 Rybar)	150 ml	2.00dz	0.50dz	0.29	2 oz	3061	36.00dz	9.00dz	
translucent	345.52	..	0.65	FIERY JACK (488 Fylde)	(distributors 234 Cartwright)				INNOXA (654 Innoxia)	colour tots	0.35
basecoat	352.00	..	0.65	FLOWERDELLS (469 Flowerdells)	worm treatment	50	0.10	0.025	JAFFACRUSH (152 Bovril)	25 oz	1.37dz	0.25dz	
clear base	350.00	..	0.65	tablets	100	0.14	0.035	0.25	JAFFAJUICE (152 Bovril)	25 oz	2.15dz	0.39dz	
top coat	351.00	..	0.65		300	0.36	0.09	0.63	JOHNSONS (44 Amovon)	liniment	..	0.12	0.03
lacquer remover	343.62	..	0.50		1000	1.00	0.25	1.75		..	0.215	0.054	
range skin food	113.01	..	0.85		2000	1.68	0.42	2.94	XX oils	..	0.09	0.023	
	113.02	..	1.40	FOLEX-350 (1091 Rybar)	tablets	50	2.35dz	0.29½		..	0.15	0.037	
	113.04	..	2.35	FOLGUAL (1091 Rybar)	150 ml	3.60dz	0.90dz	0.52 +	JOHNSONS (672 Johnson)	nappy liners	100	0.364	0.52
	113.08	..	3.85	tablets					JUST (316 Cranmer)	bubble bath	..	2.08dz	0.52dz
at-a-creme	408.00	..	0.90						shampoo	..	2.08dz	0.52dz	
ore cream	115.28	..	0.70							..	2.08dz	0.52dz	
uff for compacts	784.00	..	0.15							..	2.08dz	0.52dz	
	782.00	..	0.25							..	2.08dz	0.52dz	
ouge cream	602.01	..	0.80							..	2.08dz	0.52dz	

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
AXILENE (1616 Lipha) (distributors 276 C & C) capsules 100 mg 100 4.53 1.14 7.93½ 500 22.00 5.50 38.50				RYBAREX (1091 Rybar) 15 ml 3.00dz 0.37½ 100 ml 1.70 2.55 115 ml d				TAZOLINE (1091 Rybar) 40 g 1.28dz 0.32dz 0.18½			
E-GARDALL (265 JC&Co) antiseptic cleanser 227.3 ml 1.35dz 0.337dz 0.18 568.2 ml 2.85dz 0.712dz 0.37 4.546 l 10.80dz 2.70dz 1.42½				RYBARVIN (1091 Rybar) 15 ml 3.00dz 0.37½† 100 ml 1.70 2.55 † 115 ml d				TESTRONES (137 Blakoe) 100 0.56 .. 0.14 1.00			
NESTLEYS (1618 BFL) compound 0.09 0.025 0.14 0.155 0.04 0.24				RYBRONSOL (1091 Rybar) 12 1.35dz 0.34dz 0.20 †				TETRALYSAL (227 Erba) injection 1. M. 1 0.20 0.30 TS 20 3.55 5.32 TS			
INCESS (716 Krups) bathroom scales 4.28				RYMEL (1091 Rybar) 150 ml 1.08dz 0.27dz 0.15½				TETREX-PMT (171 BLL) injection vial 1.M. 350mg 0.50 0.75 1.V. 350mg 0.50 0.75			
BRO (1091 Rybar) tablets 60 6.80dz 1.70dz 0.99 150 1.35 0.34 2.28				RYOTIN (1091 Rybar) outfit (vet.) .. 2.16dz 0.54dz 0.31½†				THEMIC (1068 Roberts) cough syrup 100 ml 2.86dz 0.72dz 0.43 †DDI lozenges 20 1.31dz 0.17 †DDI			
DIARAY (608 Hinders) amps infra-red/radiant heat No. 101 4.52 6.40 250w infra-red No. 101 4.52 6.40 450w infra-red No. 101 4.72 6.68				RYOTOL (1091 Rybar) 15 ml 1.90dz 0.47dz 0.28 †				THEOPHENE (1091 Rybar) 50 2.75dz 0.69dz 0.40 †s4A 500 1.70 0.42 2.99 †s4A retard 50 2.75dz 0.81dz 0.45 †s4A 500 1.70 0.50 3.50 †s4A			
INFRA-RED (716 Krups) bathroom scales 4.28				SALUBRIA (135 TB) Himalayan nerve tonic tablets 150 5.76dz 1.44dz 0.84 250 9.00dz 2.25dz 1.32 500 16.40dz 4.10dz 2.40 1000 29.45dz 7.36dz 4.32				THOMPSON'S (992 P&C) slippery elm food malted or unmalted 6 oz 2.00dz 0.21 1 lb 3.68dz 0.38 2 lb 6.16dz 0.65			
INFRA-RED (716 Krups) bathroom scales 4.28				SAM (967 Petfoods) (6 dz) 3.09 0.49 0.06 (6 dz) (6 dz)				TIGER (1613 HPL) vacuum flasks TR3-10 3.98 CTR3-10 3.98 TR310 5.76 TRX10 4.25 TM2-10 4.25 SA6.5 4.86 T10 5.17 C/T10 4.99 TRD10 5.98 TRF10 5.51 TRC10 5.98 HF10 6.90 ACC13 7.50 M10 6.99 M13 7.94 M16 8.42 M19 9.18 MP19 12.12 dualator TR3-10 4.60			
INFRA-RED (716 Krups) bathroom scales 4.28				SANIDENT (1232 T&R) denture cleaner .. 0.75dz 0.19dz 0.10½ .. 1.20dz 0.30dz 0.17				refills TRX10, TR3 series, T10, TR1, TRD, TRF, TRC, ACC10 1.90 TM2-10 2.00 SA6.5 1.80 H10, M10 2.05 H13, M13, ACC13 2.20 M16 2.34 M10 2.46 IJ10 2.15 IJ12 2.35 IJR10 2.85 IJR12 3.10 J18 3.30 J3.6 4.30 J5.7 5.80 ice creamer spare cups ice jar IJ10 5.20 IJ12 5.98 IJR10 5.67 IJR12 6.25 ice shaver spare bases API 6.00			
INFRA-RED (716 Krups) bathroom scales 4.28				SAVLON (649 ICI) babycare talc 240 g 1.85dz 0.46dz 0.26				T10, TR1, TR3 series, TRX10, SA6.5 TRD, TRF, TRC, TM2-10, ACC10 ACC13 0.60 HF10, HF13, M10, M13 0.79 bungs TRX10, TR1, TR3 series, TM2-10 0.49 T10, SA6.5, ACC10, ACC13 0.54 H10, H13 0.57 M10, M13, M16, M19 1.13 TRD, TRF, TRC 1.07 plastic liners for ice jar 0.54 rubber seals 0.20 tongs 0.38			
INFRA-RED (716 Krups) bathroom scales 4.28				SENSODYNE (1178 Stafford) toothpaste standard 2.04dz 0.51dz 0.28½ economy 3.06dz 0.765dz 0.41½				TOTAL (533 Grabowski) tablets 42 2.10dz 0.52dz 0.31			
INFRA-RED (716 Krups) bathroom scales 4.28				SETON (1127 Seton) (distributors 93 BJ) leg drainage bag 2.50 (1½ dz) 0.66dz 0.43 male incontinence sheath 1.50 (1½ dz)				TRI-ADCORTYL (1176 Squibb) otic ointment 10 g 0.65 0.98 TS			
INFRA-RED (716 Krups) bathroom scales 4.28				SHAMPOODLE (680 Kalium) shampoo 4 oz 1.32dz 0.33dz 0.20 10 oz 2.64dz 0.66dz 0.43				TRUST (103 Beecham) dog or cat tablets 1.715 (6 dz) 0.31			
INFRA-RED (716 Krups) bathroom scales 4.28				SHEER GENIUS (813 MF) powder cream tube 0.281 0.069 0.49				TUCAL (252 Chelspa) linctus 100 ml 2.36dz 0.59dz 0.34 †DDI 40 oz 1.75 0.44 †DDI 80 oz 3.28 0.82 †DDI lozenges 18 1.02dz 0.255dz 0.15 100 5.00dz 1.25dz 0.75			
INFRA-RED (716 Krups) bathroom scales 4.28				SILCOT (786 Macdonald) sanitary towels size 0 4.32 (3 dz) 0.16 size 1 6.48 (4 dz) 0.18 size 1 (6) 2.67 (3 dz) 0.10 size 2 5.64 (3 dz) 0.20 size 3 4.26 (2 dz) 0.23 size 4 3.84 (1½ dz) 0.28				ULCEDAL (145 B) capsules 450mg 100 2.00			
INFRA-RED (716 Krups) bathroom scales 4.28				SINGLETONS (898 Northern) eye ointment 0.12 0.03 0.22½†				UNIFLOR (53 A&B) tablets 1 g 0.15 0.04 0.26			
INFRA-RED (716 Krups) bathroom scales 4.28				SLEEPERS (1327 WSL) hair curlers 0.655dz 0.164dz 0.10				VALIUM (1074 Roche) capsules 2 mg 100 0.62 †s4B 500 2.50 †s4B 5 mg 100 0.90 †s4B 500 3.70 †s4B tablets 2 mg 100 0.62 †s4B 500 2.50 †s4B 5 mg 100 0.90 †s4B 500 3.70 †s4B			
INFRA-RED (716 Krups) bathroom scales 4.28				SLIMPLICITY (1246 Trent) herbal slimming aid 6.00dz 1.50dz 0.95							
INFRA-RED (716 Krups) bathroom scales 4.28				SOFRA TULLE (1087 Roussel) pieces 10 x 10 cm (10) 0.40 TS							
INFRA-RED (716 Krups) bathroom scales 4.28				SOMBRERO (532 Goya) cream tube 50 g 0.131 0.032 0.23							
INFRA-RED (716 Krups) bathroom scales 4.28				SOOTHENE (727 Lane) antiseptic cream 28 g 0.11 0.03 0.20							
INFRA-RED (716 Krups) bathroom scales 4.28				SPRILON (1497 PGBL) (distributors 1556 Farillon) aerosol spray 200 g 0.70							
INFRA-RED (716 Krups) bathroom scales 4.28				SPRITE (680 Kalium) 1 oz 0.72dz 0.18dz 0.14 4 oz 1.68dz 0.42dz 0.27 10 oz 3.12dz 0.78dz 0.47							
INFRA-RED (716 Krups) bathroom scales 4.28				STUART EDGAR (506 Gerhardt) nappy liners 50 1.76dz 0.22 100 3.12dz 0.39							
INFRA-RED (716 Krups) bathroom scales 4.28				SUNBEAM (1199 Sunbeam) hair dryer Lady Sunbeam BHD/1 4.87 1.22 7.71 floor stand BHD/FS/1 1.38 0.16 2.00 hairstyler GHS/A 3.98 1.00 6.31 over blankets single GSB1/2 8.54 2.14 13.53 double GSDB1/2 9.77 2.44 15.46 double dual GDSB1/2 11.33 2.83 17.93 under blankets single GSU3/2 7.71 double GDU3/2 9.64 shavers International G10 7.93 1.98 12.55 Shavemaster XSM1000 10.38 2.60 16.44 SMT1 10.72 2.68 16.97							
INFRA-RED (716 Krups) bathroom scales 4.28				SURE (412 Elida Gibbs) antiperspirant economy 3.79dz 0.95dz 0.50							
INFRA-RED (716 Krups) bathroom scales 4.28				SYLVIA (339 CG) sanitary towels disposable tab ends 0.96dz .. 0.10							
INFRA-RED (716 Krups) bathroom scales 4.28				TARCORTIN (1178 Stafford) cream 15 g 2.31dz 0.58dz 0.33 30 g 3.745dz 0.935dz 0.54½							
INFRA-RED (716 Krups) bathroom scales 4.28				TAR GARD (1213 T.G.) anti smoking device 0.59 0.20 1.13							

"JUNE BONUS OFFERS"

001 - SAUNA SOAP 5 doz. invoiced - 6 doz. sent . . . that's 12 free worth £3.36 retail!

0702 - VADEMECUM MOUTHWASH (20cc) 9 invoiced - 12 sent . . . that's 3 free worth 90p retail!

SAMSAR - Emery Boards/Orange Sticks/Hoof Sticks 12 of each of 4 sizes of emery boards 2 sizes of orange sticks + 12 hoof sticks free - worth £1.44 retail!

PERLJ. L. Perl Ltd
8 Esterbrooke Street
London SW1

SOLE UK DISTRIBUTORS FOR:

Sauna Toiletries • Lubin Perfumes
XZ Hair Nutrient • Scherk Face Lotion
Samsar Manicure Implements
and the genuine
Diamond-Deb, Kurlash and Twizzors

	Trade £p	Tax £p	Retail £p
VAPONA (1155 S & N) Spirelle	11.04dz	..	1.25
VEIL (135 TB) cover cream	70 g 0.35	0.09	0.62
VELVA (60 Arden) cream	116.02 .. .. .	..	0.85
	116.04 .. .. .	..	1.40
	116.08 .. .. .	..	2.35
mask	109.98 .. .. .	..	0.95
	109.99 .. .. .	..	1.60
moisture film	416.45 .. .. .	..	0.95
	416.50 .. .. .	..	1.65
	416.52 .. .. .	..	2.95
shampoo	306.99 .. .. .	..	0.65
smooth lotion	205.83 .. .. .	..	0.95
	205.91 .. .. .	..	1.60
	205.95 .. .. .	..	2.65
VETZYME (978 PYP) powder	13½oz 4.45dz	..	0.53
	3lb 1.17	..	1.56
	7lb 2.40	..	3.20
	13lb 4.20	..	5.60
VIBRA (721 LC) tonic bath	..	1.515dz	0.38dz
WATERBURY'S (721 LC) compound	16 oz	3.565dz	0.89dz
WELLA (1318 Wella) for men existing entry for men	..	..	d
hairdressing medicated	2.96dz	0.76dz	0.44
non greasy liquid	2.96dz	0.76dz	0.44
hairspray	0.35	0.09	0.61
shampoo sachet	0.67	0.17	0.05
	(2 dz)	(2 dz)	..
bottle	2.40dz	0.60dz	0.35
WELL COME (208 BW) aspirin tablets 300mg	25	..	d
stibophen injection bottle	50 ml	..	d
tetanus antitoxin 10,000 iu/2 ml	5	2.50	..
single	..	..	d
WELLDORM (1154 SNP) tablets 650 mg	30	3.12dz	..
WENDY (1327 WSL) hairgrips	12	3.84 (gross)	0.96 (gross)
WILKINSON (1339 Wilkinson) shaving soap aerosol	175g	1.27 (½ dz)	0.31 (½ dz)
..	..	..	0.36
sword blades	..	..	..
self service card (5)	6.82 (50 pkts)	1.71 (50 pkts)	0.24
WILLIAMS (255 Chembro) Aqua Velva	..	..	..
Ice Blue after-shave	54 cc	2.83dz	0.71dz
	108 cc	4.68dz	1.17dz
55 cc and 110 cc	..	..	d
WOOD NYMPH (412 Elida Gibbs) hair colourant	3.465dz	0.865dz	0.49
WYN-O-THERM (44 Amovon) menthol and wintergreen cream	0.09	0.023	0.15
WYN-TARRH (44 Amovon) snuff	..	0.07	0.018
XANADU (446 FI) antiperspirant spray	..	..	0.60
XB (988 Pollen) energy food tablets	0.75	..	1.00
night cream	28 g 0.83	0.17	1.37
pollen and honey	57 g 1.24	0.26	2.10
	157 g 0.45	..	0.63
	425 g 0.90	..	1.25
special C tablets	0.75	..	1.00

	Trade £p	Tax £p	Retail £p
YANI (1091 Rybar) suntan oil	55 ml 1.50dz	0.37dz	0.21
	112 ml 2.60dz	0.65dz	0.37
cream	50 g 1.75dz	0.44dz	0.26
YEASTREL (793 MFL) 3½oz	1.29dz	..	0.14
7oz	1.98dz	..	0.22
16oz	1.86dz	..	0.42
ZIPCILLIN (208 BW) tubes 300,000 i.u.	..	..	d

AMENDMENTS TO KEY TO SUPPLIERS

148 Bonscarle	= R. E. Bonscarle & Sons Ltd, 15 Cliffords Inn, Fetter Lane, London EC4A 1AT. 01-405 1263
582 Haywood	= J. H. Haywood Ltd, Abbey- field Road, Lenton Lane, Nottingham. 0602 862581
621 Hoover	= Hoover Ltd, Perivale, Greenford, Middlesex. 01-997 3311

633 H & P	= Hulman & Parker Ltd, 34 Gayton Road, Harrow, Middlesex HA1 2HF
771 LCPL	= Lofthouse Chemical Products Ltd, Cope Road Industrial Estate, Cope Road, Fleetwood FY7 7LP Lancs. 0391-7 2435
779 Lundbeck	= Lundbeck Ltd, The Green, Welwyn, Herts. Welwyn 6601
1613 HPL	= Harp Products Ltd, Riverside House, Camwath Road, London SW6 3HS. 01-736 7511
1614 Inter Pan	= Inter Pan Ltd, 169 Regent Street, London W1. 01-734 7495
1615 BBP	= Bardsley Baby Products, 10 Bardsley Vale Avenue, Bardsley, Oldham, Lancs. 061-624 3950
1616 Lipha	= Lipha UK, Pyramid Works, West Drayton, Middlesex, West Drayton 3013
1617 Angel	= Angel Pharmaceutical Services Ltd, 422 St John Street, London EC1V 4NJ. 01-837 5373
1618 BFL	= Barclay Foods Ltd, Abbeyfield Road, Lenton Lane, Nottingham. 0602 862581

THIS WEEK'S CHANGES

	Trade £p	Tax £p	Retail £p
ADORN (514 Gillette) hair spray	2.26dz	0.54dz	0.31 a
AMINOPLEX-5 (503 G) 1 litre	5.40	..	..
AMYTAL (413 Lilly) and ephedrine Pulvules 100	..	..	d
ANADERM (705 Kirby) pile ointment 15 g	1.80dz	0.45dz	0.29 i
ANSOCHROME (490 GAF) films including processing	..	..	1.00
daylight 64	120/12	..	1.27½
	126/20	..	1.27½
	135/20	..	1.85
daylight 200	135/36	..	1.50
	135/36	..	2.15
	500 135/20	..	1.70
ARRID (235 CW) antiperspirant deodorant aerosol	..	..	0.40 •
light powder	130 g 3.08dz	0.73dz	0.50
	190 g 3.85dz	0.92dz	0.63
	255 g 4.86dz	1.16dz	..
ASCALIX (1301 WM) syrup	30 ml 0.12	..	0.18 i
ATENSINE (117 BPL) tablets 2mg	250 1.12	..	1.68 r
	1000 4.31	..	6.46
	250 1.66	..	2.49
	1000 6.39	..	9.58
BABEZONE (488 Fyde) (distributors 234 Cartwright) bronchial syrup	100 ml 0.12	0.03	0.21
BABY SAFE (705 Kirby) cotton buds	80 1.14 (½ dz)	..	0.26 i
	160 1.92 (½ dz)	..	0.44
steriliser unit	2.13	0.225	3.50
sterilising tablets	30 2.40dz	..	0.30
tablets (unfoiled)	250 1.19	..	..
BACCHUS (301 Coty) after shave bronzing	0.554	0.138	0.99 •
BAYER (97 Bayer) aspirin tablets	30 0.065	0.02	0.12
BELL'S (108 Bell) pet remedies	..	..	..
blood salts powder	20 g 0.08	0.02	0.12 i
	100 g 0.14	0.035	0.20
bugdie tonic	0.06	0.015	0.11
canker lotion	0.14	0.035	0.25
powder	0.08	0.02	0.15
cough tablets (dogs or cats)	0.07	0.02	0.12
diarrhoea tablets	0.07	0.02	0.13
eczema ointment	0.09	0.025	0.17
eye lotion	0.14	0.035	0.25
ointment	0.08	0.02	0.15
gastritis tablets	0.07	0.02	0.12
Katnips powder	0.08	0.02	0.14
tablets	0.05	0.015	0.09
	0.09	0.025	0.17
laxative tablets	0.05	0.015	0.09
Mange-Pak	0.08	0.02	0.15
Moulter	0.06	0.015	0.11
pet ointment	0.09	0.025	0.17
sedative tablets (dogs & cats)	0.07	0.02	0.12
shampoo liquid	0.13	0.035	0.23
	0.18	0.045	0.32
Snowcoat (dogs & cats)	0.09	0.025	0.17
worm capsules (dogs)	0.08	0.02	0.14
worming oil	0.07	0.02	0.13
BENCARD (113 Bencard) house dust mite prick test	2 ml 2.00	..	..
vaccine	..	..	..
basic course SDV	10.00	..	..
vial No 3 SDV	7.90	..	..
BLISS (641 HSL) foot powder	60 g 0.11	0.03	0.19 i
BRONNLEY (194 Bronnley) soap country herbs visitors (6)	..	..	0.66 a
export de luxe	0.122	..	d
BUDALE (346 Dales) tablets	100 8.40dz	..	..
	500 2.75	..	..

For sore throats—mouth infections—sore gums

OraldeneUnique, 8-hour antibacterial action from a single rinse
One pack O.T.C./prescription

A chemist-only product with high profit margin

William R. Warner & Company Ltd.,
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	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
STELLAN No.10 (1075 R)				FINIFUME (705 Kirby)					hot water bottles		
childrens syrup 117 ml	1.37dz	0.34dz	0.19	anti-smoking tablets 30	3.30dz	0.825dz	0.60		Airflow junior	0.34	0.51
			†DDI				†		double heat	0.40	0.60
LORO-YEAST (1198 SIC)			i	FISHERMAN'S FRIEND (771 LCPL)					standard	0.42	0.63
tablets 20	1.37dz	0.34dz	0.20	rubbing ointment	1.80dz	0.45dz	0.25	c	major	0.46	0.69
125	3.90dz	0.98dz	0.56						Covered bottle	0.65	0.98
DOLOXON (95 Baxter)			i	FLEURS DU MONDE (446 FI)					Nimbus	0.41	0.62
tablets 50	1.50	0.38	†s4B	parfum ¼oz	.. ..	.. ..	6.00		Sheerline	0.43	0.65
250	5.10	1.27	†s4B	½oz	.. ..	.. ..	9.50				
AIROL (172 BMCL)				1oz	.. ..	.. ..	14.00		020700	0.33	
lice N' Easy hair colour	0.307	0.077	0.53	parfum de toilette 2oz	.. ..	.. ..	3.00		020600	0.33	
NGREVES (1534 Fennings)			†c	4oz	.. ..	.. ..	5.00		021100	0.34	
alsamic elixir 150 ml	3.75dz	0.94dz	0.50	aerosol 1.85oz	.. ..	.. ..	3.00		020300	0.38	
OLMIST (682 KCL)			i	3.5oz	.. ..	.. ..	5.00		020200	0.38	
deodorant	1.37dz	0.34dz	0.20	poudre pour le corps	.. ..	.. ..			021500	0.36	
TY (301 Coty)				10oz	.. ..	.. ..	6.50		021680	0.39	
ultra legs				savon (3)	.. ..	.. ..	2.25		020500	0.39	
leg bronzer	0.46	0.115	0.75	FORMULA 219 (641 HSL)					rubber sheeting 36in x 12yd	0.29	
AL (333 Cupal)				50	0.27	0.07	0.47	†	(per yd)		
phedrine oil			d	GILLETTE (514 Gillette)							
MAROLDS (641 HSL)			i	shaving foamy aerosol					LUCOFEN SA (1310 WW)		
tablets concentrated 50	0.46	0.115	0.80	320 g	3.79dz	0.90dz	0.52	•	pack of 500 tablets		d
special 72	0.83	0.21	1.46	290 g							
standard 50	0.22	0.055	0.38	GRADELY (250 Cheetham)					MILLOPHYLINE (346 Dales)		
NUSA (1467 Trend)			i	foot paste	1.08dz	0.27dz	0.16		pack of 50 suppositories		
body moisturiser	0.65	0.165	1.35	HAPPY FEET (1338 W&S)					child and adult		d
ubble bath	0.44	0.11	0.91	foot powder	0.085	0.0213	0.16		pack of 30 tablets 0.1g		d
ant	1.43	0.36	2.92	HEPTONAL (1531 Delandale)							
leansing milk	0.29	0.075	0.60	tablets 50	0.73	0.1825		†s4A			
with moisturiser	0.41	0.105	0.85	HERPEX (705 Kirby)					MITCHUM (1520 IPM)		
solid	0.35	0.09	0.73	10 ml	1.20dz	0.30dz	0.20		Esoterica cream		
deodorant spray dermatolac	0.53	0.135	1.06	HYGILAX (641 HSL)					special	85 g	1.27
invisible	0.36	0.09	0.75	tablets 25	0.08	0.02	0.14		hand lotion	160 g	0.68
ice moisturiser	0.38	0.095	0.78	50	0.13	0.03	0.23				
uid depilatory	0.36	0.09	0.75	HYGISALVE (641 HSL)					NAZO (705 Kirby)		
giant	0.53	0.135	1.06	ointment 45 g	0.27	0.07	0.47		nasal drops	10 ml	1.20dz
purishing face cream				HYGOBROME (641 HSL)							
tube	0.33	0.085	0.66	tablets 48	0.22	0.055	0.38		NELLA (1517 Nella)		
jar	0.67	0.17	1.38	INNERCLEAN (198 B&W)					red oil	0.16	0.04
cap	0.24	0.06	0.43	herbal laxative	0.125	0.03	0.21				
onic dew spray				KAMNON (641 HSL)					NERVATOGEN (1518 Morton)		
standard	0.34	0.085	0.70	40	0.13	0.03	0.23		1 oz	1.60dz	0.40dz
giant	0.57	0.145	1.17	80	0.22	0.055	0.38		50 ml	2.85dz	0.715dz
onic hand cream	0.30	0.075	0.62	KASEMOL (269 Cleaver)							
RKON (641 HSL)			i	liquid 2 oz	2.20dz	0.55dz	0.33		NEUTON BEK (641 HSL)		
air pomade	55 g	0.20	0.35	4 oz	4.00dz	1.00dz	0.59		pills 36	0.13	0.03
V-VITS (705 Kirby)				ointment 1½ oz	2.20dz	0.55dz	0.33		72	0.22	0.055
tablets 30	2.50dz	.. ..	0.35	KIRBY (705 Kirby)							
MON (641 HSL)			i	bronchial balsam					NOCOLD (705 Kirby)		
ment 20 g	0.09	0.02	0.15	100 ml	1.45dz	0.365dz	0.24	†i	tablets 12	1.37dz	0.345dz
OT (384 Dorot)				200 ml	2.40dz	0.60dz	0.39	†			
edicated soap 75 g	0.84dz	0.21dz	0.12	non-poison formula					NORADRAN (897 NC)		
BROWNS (1442 BCB)			†DDI	100 ml	1.45dz	0.365dz	0.24		aerosol	0.61	.. ..
ough bottle	1.74dz	0.42dz	0.23	cherry bark linctus childrens							
stilles	1.08dz	0.26dz	0.15	100 ml	1.25dz	0.315dz	0.19		NOSTROLINE (705 Kirby)		
ASH (772 Lon)			•	glycerin, lemon & honey with ipecac					..	1.52dz	0.38dz
relash dye	0.48	0.12	0.90	100 ml	1.38dz	.. ..	0.19	a			
MYTRIN (1310 WW)				hormone hair tonic					NYLAX (175 BCP)		
eam with hydrocortisone 15 g			d	160 ml	3.30dz	0.825dz	0.75	i	laxative tablets 50	1.14dz	0.29dz
BALM (250 Cheetham)			i	iron & yeast tablets 80	1.50dz	0.375dz	0.25				
ment small	1.05dz	0.26dz	0.16	junior balsam 100 ml	1.25dz	0.315dz	0.20		OOZOO (250 Cheetham)		
medium	2.25dz	0.56dz	0.30	mentholated balsam					denture powder small	0.70dz	0.17dz
LIL DIAMANT (1528 Capucci)			i	150 ml	1.62dz	0.405dz	0.25		large	1.20dz	0.30dz
othpaste	3.20dz	0.80dz	0.45	mouth ulcer tablets 20	1.25dz	0.315dz	0.20		ORIENTAL SPICE (1131 Shulton)		
ADREN (1198 SIC)			i	special backache & kidney tablets					after shave and shaver lotion		
eam tube	2.33dz	0.58dz	0.34	40	1.30dz	0.325dz	0.23		6229	3.02dz	0.74dz
jar	5.14dz	1.28dz	0.75	vitaminised iron & yeast tablets					6227	9.04dz	2.20dz
AC (53 A&B)	60 g	0.42	0.73	100	2.00dz	.. ..	0.25	a	6228	13.10dz	3.19dz
YVITE (83 Bancroft)			i	white horse oil 100 ml	1.30dz	0.325dz	0.19	i	6232	5.37dz	1.31dz
plets 50	4.00dz	1.20dz	0.60	K.L.M. (811 Mawdsley)					6233	6.02dz	1.47dz
100	6.20dz	1.86dz	0.93	calamine cream &					OTALGAN (1259 Unichem)		
SIA (641 HSL)			i	witch hazel	..	0.83dz	0.21dz	0.15	ear drops	6 g	0.10
st developing cream				KORTEX (705 Kirby)					12 g	0.15	0.04
EE LAUDER (425 ELC)				10 ml	1.20dz	0.30dz	0.20	r			
zurec				LANOLIVE (1198 SIC)					OTEX (705 Kirby)		
antiperspirant deodorant	.. ..	.. ..	1.60	shave cream brushless	1.37dz	0.34dz	0.20		earache drops 10 ml	1.20dz	0.30dz
bath crystals perfumed	.. ..	.. ..	4.30	skin cream jar	2.12dz	0.53dz	0.31		tablets 36	0.13	0.03
bath gel	.. ..	.. ..	2.40	lotion	1.37dz	0.34dz	0.20		72	0.22	0.055
with sponge	.. ..	.. ..	3.00		2.12dz	0.53dz	0.31		OVERONES (137 Blakoe)		
bath oil perfumed	.. ..	.. ..	5.00	LE DIX (Balenciaga (386 Douek))					100	0.56	0.14
bath oil soap (2) with dish	.. ..	.. ..	3.50	eau de toilette 1½ oz	1.05	0.265	1.90		PADDI (1073 Robinson)		
bath powder	.. ..	.. ..	1.90	4 oz	1.70	0.425	3.05		pads 20	3.348	.. ..
bath salts	.. ..	.. ..	3.30	7 oz	2.75	0.69	4.95		(1½ dz)		
body satin rub	.. ..	.. ..	2.60	15 oz	4.05	1.015	7.30		PARACODIN (86 Barclay)		
nditioner & nourisher	.. ..	.. ..	3.00	32 oz	5.95	1.49	10.70		drops 15 ml	0.17	0.04
Cologne	.. ..	.. ..	2.10	atomiser	..	2.15	0.54		syndup 100 g	0.39	0.08
spray concentrate	.. ..	.. ..	3.30	perfume ½ oz	0.92	0.23	1.70		PARDALE (346 Dales)		
creme bath	.. ..	.. ..	2.40	¾ oz	1.17	0.295	2.15		paediatric elixir		
dusting powder silken	.. ..	.. ..	2.70	¾ oz	1.70	0.425	3.15		50 ml	3.00dz	.. ..
pressed	.. ..	.. ..	3.30	1 oz	2.80	0.70	5.20		250 ml	0.80	.. ..
friction lotion 240 cc	.. ..	.. ..	3.20	1 oz	4.45	1.115	8.25		100	8.16dz	.. ..
360 cc	.. ..	.. ..	4.50	2 oz	7.00	1.75	12.95		500	2.75	.. ..
hair spray	.. ..	.. ..	2.10	4 oz	11.15	2.79	20.60		PATTERSONS (641 HSL)		
hand cream	.. ..	.. ..	1.90	atomiser	..	2.32	4.30		pills forte 50	0.22	0.055
milk bath	.. ..	.. ..	4.50	refill	..	1.58	2.90		PEROIDIN (809 M&W)		
mint pick up bath	.. ..	.. ..	2.40	LIAISON (Ricard (67 Ashe))					50 mg	100	0.32
parfum purse spray	.. ..	.. ..	1.90	perfume	..	0.67	0.16		200 mg	100	0.40
rinse	.. ..	.. ..	1.50	LI-LO (1603 Li-Lo) existing entry					tablets 100	8.16dz	.. ..
setting aerosol spray	.. ..	.. ..	1.50	LI-LO (1603 Li-Lo)					500	2.75	.. ..
shampoo	.. ..	.. ..	1.50	air cushion 18 x 13 in	0.43	.. ..	0.65		PATTERSONS (641 HSL)		
soap cake	.. ..	.. ..	1.60	print on one side	0.48	.. ..	0.72		pills forte 50	0.22	0.055
ONAL (812 M&PP)			i	air pillow 18 x 13 in	0.30	.. ..	0.45		PEROIDIN (809 M&W)		
500 ml	0.275	0.07	0.49	print on one side	0.38	.. ..	0.57		50 mg	100	0.32
URE (443 Eylure)			DDI	reeded plain	0.77	.. ..	1.15		200 mg	100	0.40
ils	.. ..	.. ..	0.79	print	0.81	.. ..	1.22		tablets 100	8.16dz	.. ..
IDIA (761 Lilia-White)			i	baby pants (elastic leg)					PATTERSONS (641 HSL)		
ni pads 10	1.23dz	.. ..	0.12½	med, large (2)	0.085	.. ..	0.12½		pills forte 50	0.22	0.055
NINGS (1534 Fennings)				ex. large (2)	0.10	.. ..	0.15		PEROIDIN (809 M&W)		
ginal mixture	1.38dz	0.34dz	0.19	cot sheets 27 x 18 in	1.45dz	0.16dz	0.20		50 mg	100	0.32
			i	36 x 27 in	2.67dz	0.29dz	0.35		200 mg	100	0.40
									tablets 100	8.16dz	.. ..
									PATTERSONS (641 HSL)		
									pills forte 50	0.22	0.055
									PEROIDIN (809 M&W)		
									50 mg	100	0.32
									200 mg	100	0.40
									tablets 100	8.16dz	.. ..
									PATTERSONS (641 HSL)		
									pills forte 50	0.22	0.055
									PEROIDIN (809 M&W)		
									50 mg	100	0.32
									200 mg	100	0.40
									tablets 100	8.16dz	.. ..
									PATTERSONS (641 HSL)		
									pills forte 50	0.22	0.055
									PEROIDIN (809 M&W)		
									50 mg	100	0.32
									200 mg	100	0.40
									tablets 100	8.16dz	.. ..
									PATTERSONS (641 HSL)		
									pills forte 50	0.22	0.055
									PEROIDIN (809 M&W)		
</											

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
QUADRILLE (Balenciaga (386 Douek))											
eau de toilette 1½ oz	1.05	0.265	1.90	pants					film cutter 199370		7.75
4 oz	1.70	0.425	3.05	coloured small	0.50dz	..	0.06		glasses, Polaroid		
7 oz	2.75	0.69	4.95	large	0.54dz	..	0.06		199500		0.80
15 oz	4.05	1.015	7.30	ex. large	0.65dz	..	0.08		199400		0.15
32 oz	5.95	1.49	10.70	covered	1.44dz	..	0.18		inserter		
atomiser	..	2.15	0.54	frilly	2.50dz	..	0.30		lamps		
perfume ¾ oz	0.92	0.23	1.70	3 row large	2.20dz	..	0.26		for 411 projector 100		1.50
¾ oz	1.17	0.295	2.15	trainer	2.50dz	..	0.30		for 511 12V		3.25
¾ oz	1.70	0.425	3.15	stretch	3.40dz	..	0.40		for 111		
½ oz	2.80	0.70	5.20	shampoo ..	0.98dz	0.25dz	0.16		projector 50W ..		1.35
1 oz	4.45	1.115	8.25	TUS (705 Kirby)					500W stereo ..		4.95
2 oz	7.00	1.75	12.95	bronchial balsam 100 ml	1.65dz	0.415dz	0.25	†	library box 199110		1.20
4 oz	11.15	2.79	20.60	TWINK (412 Elida-Gibbs)					home movies, Walt Disney		
atomiser	..	2.32	0.58	roller	1.335dz	0.335dz	0.19	c	S.V. standard B/W		
refill ..	1.58	0.395	2.90	standard	2.18dz	0.545dz	0.31		602110		1.15
RAYMOND (1032 Raymond)				standard and tweeny					S.V. sup. B/W		
brill wax 50 g	0.20	0.05	0.42	URANTOIN (1548 DDSA)					601110		1.15
colour rinse 15 cc	0.12	0.03	0.25	tablets 50 mg 100	1.25	..	..	†s4B	L.V. standard B/W		
30 cc	0.23	0.06	0.44	100 mg 100	2.00	..	..	†s4B	602110		3.15
hair lacquer 80 cc	0.13	0.03	0.26	VALIUM (1074 Roche)					L.V. sup. B/W		
hand lotion 112 cc	0.20	0.05	0.42	capsules 2 mg 100	0.53	..	..	†s4Br	602210		3.15
shampoo R77 sachets	0.22dz	0.055dz	0.03½	500	2.13	..	..	†s4B	S.V. std. colour		
15 g	0.05	0.01	0.08	5 mg 100	0.77	..	..	†s4B	602220		3.00
SARAKAN (70 AHF)				500	3.15	..	..	†s4B	S.V. sup. colour		
toothpaste ..	..	..	0.25	tablets 2 mg 100	0.53	..	..	†s4B	601210		3.00
SMA (1352 Wyeth)				500	2.13	..	..	†s4B	L.V. std. colour		
liquid 370 ml	0.11			5 mg 100	0.77	..	..	†s4B	602220		7.00
powder 450 g	0.37			500	3.15	..	..	†s4B	L.V. sup. colour		
SOOTHON (641 HSL)				VARON DANDY (1372 Santillan)					601220		7.00
prickly heat powder				after shave 2½ oz	..	..	..	i	Pana Vue 1 311090		2.95
60 g	0.11	0.03	0.19	5 oz	..	..	..		1X 317000		1.80
STABILLIN VK (147 Boots)				lime 2½ oz	..	..	..		automatic ..		5.35
tablets 125 mg 100	0.45	..	0.68	5 oz	..	..	..		transformer		
500	2.15	..	3.23	brilliantine					399670		1.50
250 mg 100	0.85	..	1.28	liquid 1½ oz	..	..	..	0.48	projector 411 141486		9.50
500	4.00	..	6.00	solid 1½ oz	..	..	..	0.62	511 142518		15.00
STAG (848 Minnesota)				Cologne 1 oz	..	..	..	0.70	111 141384		5.25
after-shower talc ..	1.84dz	0.462dz	0.26	2 oz	..	..	..	1.18	500 142817		97.50
pre-shave lotion ..	2.78dz	0.695dz	0.39	4 oz	..	..	..	2.00	reel single 102000		0.26
STERILODERM (970 PM)				8 oz	..	..	..	3.63	pkt of 3 102030		0.80
bactericidal gel 60g	0.20	0.05	0.35	15 oz	..	..	..	6.90	reel mount, personal		
dispenser 500g	2.81	0.21	4.43	31½ oz	..	..	..	13.04	101000		0.60
refill 500g	0.81	0.21	1.43	9 oz	..	..	..	3.83	screenette 199200		0.85
SULTAN (1246 Trent)				36 oz	..	..	..	13.49	talking Viewmaster		
male tonic tablets 60	4.20dz	1.05dz	0.73	deodorant					118000		4.95
SYNADRIN (614 Hoechst)				aerosol 6 oz	..	..	..	1.60	packets		1.45
tablets 10 x 10	2.94	0.74	5.15	stick 2 oz	..	..	..	0.78	theatre, Walt Disney		
THYGLOID (641 HSL)				eau de toilette 2½ oz	..	..	..	1.80	121182		7.95
ankle reducing cream				6 oz	..	..	..	3.30	T.V. 121782		7.95
55 g	0.20	0.05	0.35	15 oz	..	..	..	7.07	transformer 399670		1.50
TILLOTTS (1237 Tillott)				hair cream					viewers		
white tar ointment	0.24	0.06	0.43	tube 1½ oz	..	..	..	0.37	G. P.U.L. 116014		0.98
TOOTHEX (705 Kirby)				jar 3½ oz	..	..	..	0.57	G boxed 116022		1.75
toothache tincture				hair dressing 3½ oz	..	..	..	0.65	H 113062		1.95
10 ml	1.20dz	0.30dz	0.20	tube 1½ oz	..	..	..	0.37	D 111022		7.95
TOTOMYCIN (147 Boots)				4 oz	..	..	..	0.57	ZIZANIE (446 FI)		
tablets 250 mg 100	0.82	..	1.23	6 oz	..	..	..	1.47	after shave 2 oz		2.00
1000	7.90	..	11.85	perfume ¾ oz	..	..	..	1.55	4 oz		3.00
TREND (1467 Trend)				1½ oz	..	..	..	4.65	anti-perspirant aerosol		
eyelashes				pre-shave 2½ oz	..	..	..	1.27	5 oz		1.50
Pretty Pussies	3.08dz	0.77dz	0.49½	5 oz	..	..	..	2.33	creme shave aerosol 5 oz		1.50
twin pack	5.06dz	1.265dz	0.79½	3 oz	..	..	..	0.85	eau de toilet spray 2 oz		2.50
adhesive	0.60dz	0.15dz	0.15	powder stick					4 oz		4.00
eyeliner brush	0.60dz	0.15dz	0.15	shaving cream					8 oz		6.00
eye shadow brush	0.60dz	0.15dz	0.15	aerosol 6 oz	..	..	..	1.43	sprinkler 2 oz		2.50
TRIMSTER (1542 Trimster) existing entry				brushless tube 1½ oz	..	..	..	0.37	4 oz		4.00
TRIMSTER (1542 Trimster)				3½ oz	..	..	..	0.62	8 oz		6.00
baby products				tube	..	..	..	0.65	16 oz		10.00
bibs plastic	2.30dz	..	0.27½	lather 3 oz	..	..	..	0.33	hair spray 5 oz		1.50
polka dot large	2.10dz	..	0.26	soap toilet 4½ oz	..	..	..	0.42	soap 6 oz		1.00
sleeved	3.30dz	..	0.40	9 oz	..	..	..	1.18			
towelling	1.56dz	..	0.19	4½ oz	..	..	..	0.73			
cradle cap lotion ..	1.05dz	0.26dz	0.17	6 oz	..	..	..	2.20			
face flannel	1.50dz	..	0.18	VIEW MASTER (490 GAF)							
nappy liners one way	2.10dz	..	0.25	album 199010	..	..	..	0.55			
nappy squares (12)	2.50dz	..	3.50	64 movie 504100	..	..	..	35.95			
				64R movie 504120	..	..	..	39.95			
				65 movie 504200	..	..	..	53.95			
				case 509100	..	..	..	2.95			

AMENDMENTS TO KEY TO SUPPLIERS

772	Lon	= Lon (UK) Ltd, 61 Sloane Avenue, London SW3 3DM.
807	MPB	= Mason Pearson Bros. 157 Picadilly, London W.1. 01-493 1916.

Competition, you and the law

by Ewan Mitchell

Once upon a time, the chemist sold drugs, potions and other pharmaceutical supplies—and the grocer dealt in groceries. Today, the chemist may sell anything from gifts to gramophone records—while the grocer deals in "patent" medicines, sanitary towels and as many traditional chemists' supplies as are likely to sell well without supervision. It is therefore essential for chemists to see how far the law can help him to cope with this sort of competition.

If you own the freehold of your property, and you have planning permission for retail operations—and provided that you do not advertise improperly or spread your wares on your forecourt, so as to create a "nuisance"—and provided, of course, that you close on the appropriate day and half day—the law will let you get on with your job. You may sell whatever you wish.

If, on the other hand, you are a tenant, you must comply with the terms of your lease or tenancy agreement or you are in breach of your contract with your landlord. Once again, the law will not interfere with the arrangements you make with the landlord—but it will help him, if necessary, to force you to comply with its terms.

Often, landlords of shopping parades will include in each lease a restrictive covenant, intended for the benefit of other tenants. This will restrict a shop to sales of a particular kind. You may, for instance, be restricted to "chemists' supplies"—and if you sell toys or stationery, you may find yourself in breach of covenant. Your landlord could apply to the court for an injunction, to restrain you from contravening your lease. And the court could award damages, to compensate your landlord for any loss which the judge thought that he had suffered as a result of your breach of covenant.

In some cases, the breach would be clear-cut. Even today, items of garden furniture (for example) could hardly be justified as "chemists' supplies". But sometimes the decision could be borderline. Elasticated stockings may have medical uses. Special shoes for correcting fallen arches would no doubt come outside your sphere; but what of the exercise sandals?

Nobody can give you any clear definition of "chemists' supplies," although the advertisements in *Chemist and Druggist* would probably help a court to decide the ordinary articles coming within the scope of that definition. But in one (unreported) county court case, not long ago, a judge restrained a grocer—restricted, in his case, to selling groceries—from retailing aspirins, disposable nappies and other chemists' supplies.

If a pharmacy is faced with potential competition from a new (or existing) supermarket—or grocery, stationery shop, or other enterprise which decides to branch into "chemists' supplies", then the best hope of putting a stop to the competition is via the landlords—assuming, that is, that there are mutual covenants in the leases. But if you hold your tenancies from different landlords, the chances are that the law can do nothing to be of assistance. However, if appropriate discuss it with the NPU.

You could try applying some pressure through the local chamber of commerce. You might even have a word with the proprietor—or one of the directors—of the competing firm. After all, just as they could harm your business, it is possible that you could damage theirs.

Now suppose that suppliers of fast-selling lines of cosmetics, decline to accept any further orders from you, because they are to receive much larger orders from your competitors, provided that the lines go exclusively to them. What are your rights?

There is no law which requires your suppliers to accept new orders from you. They must, of course, comply with the contracts which they have already made. But if they can do better by dealing exclusively with your competitors, that is their privilege.

As with stock, so with staff. Your competitors may attract your employees to their business, if they wish. Provided only that they do not induce your employees to leave your service without giving proper notice—and hence that they

do not lay themselves open to a claim for damages for inducing a breach of contract—they are free to raid your payroll list, as they wish.

Still, you can console yourself with the thought that the law is fair to all. If you can rob your competitors of their suppliers by insisting upon exclusivity in your district . . . if you can replace your lost staff by attracting people, selected and trained by your competitors, the law wishes you the best of luck.

It is a tough world and (in theory, at least) the law does what it can to ensure that those chemists who best help their customers to survive by the efficient dispensing and sale of drugs (and, of course, to live better through the purchase of more cosmetics, photographic supplies and other profitable lines) will themselves keep in business. The survival of the fittest is a concept which spreads throughout the realms of business.

SPORT

The annual four-day outing of the Irish Chemists' Golfing Society (May 21-24) at Tramore attracted its biggest-ever attendance. Sunday: class A—T. Hogan; J. Hanley; J. Brosnan; J. Glynn; class B—M. Hennessy, M. Moloney, J. Lennon, P. Fitzmaurice. Monday: President's prizes (20 year class)—P. J. Morgan; all comers—J. Hanley; class A—J. DeLoughry, F. O'Brien, R. Tierney; class B—M. Santry, V. Cronin, M. Dougan; class C—M. O'Connor, J. Hogan, A. C. Martin. Tuesday: I.C.I. prizes: Class A—T. Hogan, J. Burke, F. O'Brien, M. Moloney; class B—P. Kelly, P. J. Hickey, C. O. Greene, S. Boyd. Wednesday: winner captain's prize—M. Moloney (13), 39; B. R. Smith (12), 37; class A—M. Corrigan, D. Mulvey, J. Brosnan, J. Hanley; class B—G. Golden, T. Dooley, W. J. Dalton, J. Staunton; class C—P. Foley, E. Rodgers, J. T. Foley, J. Lennon; class D—C. Mernagh, S. Power, W. Carvill, T. Dempsey; past captain's prize—T. J. Lynch; 1st 9—D. Tracey; 2nd 9—J. DeLoughry; non-winners: 1, J. Casserley; 2, P. Fahey; 3, S. Carroll.



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COMMENT

Who should supply?

"Oral contraceptives safer than aspirin," "Let health visitors give out the pill". Good headlines for Sunday newspapers, no doubt, but is this really the way that the gospel of contraception for those most in need should be put across?

Dr Malcolm Potts, medical director of the International Planned Parenthood Federation, probably sees very clearly the relative safety of the pill and of pregnancy when he advocates that medical control should be relaxed (p 821). In countries with less highly developed health services it may be right to use even lay means of distribution, but in Britain it is surely wrong to encourage the patient to regard *any* drug as outside the category "dangerous if misused".

If, as Dr Potts claims, the medical profession is "bored" by the process of supervising oral contraceptive therapy, it is a fault of the profession, not the control system. Oral contraceptives *are* potentially hazardous in a proportion of women, and we would expect doctors to be the last to relinquish their exclusive rights in this area.

If there were to be any relaxation, the retail pharmacist would have at least as good a claim to supply oral contraceptives on his own authority, by virtue of his training and continuing commercial contact with the young mother. There are also only 7,000 health visitors, in terms of "whole-time equivalents," to carry out this function.

Dr Potts did not confine his remarks to the pill, however—he saw the health visitor carrying supplies of other contraceptives (though one contributor to the discussion feared she would be reduced to the role of "the french letter lady"). This raises the question of the supply of contraceptives generally. Retail pharmacists are often encouraged to stock and display them, particularly by those concerned with getting the message of contraception across to the lower socio-economic groups.

We agree that the pharmacist is ideally placed to act in this capacity—but his commercial position is being totally undermined by the free supplies being made available in many areas.

Dr Harding described one such scheme in the London

Borough of Camden. Not only are supplies of all types of contraceptive made available free to those attending the borough's family planning clinics, but "orders" from doctors dealing with their own patients (presumably privately) are "honoured" by the borough. This is to avoid local doctors feeling that their patients are being "stolen". A separate distribution point is available to such patients at the health department's headquarters, and is open all day Monday to Friday. It has proved particularly attractive to the area's students.

Dr Harding was unable to say how many of the patients obtaining free supplies were being attracted away from normal commercial channels—this, of course, is not the object of the scheme, which aims rather to encourage contraception in those families that would not normally consider it. But he did reveal that the cost to the borough was £60,000 a year for the total family planning service.

Involving the pharmacist

With such expenditure levels being contemplated, it should surely be possible to devise an economic scheme which would involve the pharmacist in the distribution of free supplies of all types of contraceptive, if that is decreed the social need. The Pharmaceutical Society has put forward such a scheme for oral contraceptives but we have not noticed any great rush to take it up.

There is much talk of involving the pharmacist in "health education"—but very little about financing the schemes, always remembering that a shop in the high street must earn money on every square foot of selling area to stay in business.

With contraception, there is a product associated with the education, and local authorities are increasingly prepared to pay for something more than posters to promote the subject.

If the costs of administrative and distribution staff, and of accommodation, were re-allocated, it should be possible for retail pharmacy to provide a better service than from central clinics. And there would be a "bonus" in that more people would come to realise that there was a source of advice on contraception on their doorstep.

LETTERS

Speeding orders

Members of the National Association of Pharmaceutical Distributors make every effort to supply their customers' orders with speed and accuracy but the latter objective is often nullified by incorrect descriptions being used by customers.

Prices are constantly changing and indeed they now rarely appear on retail packs. Orders for o-t-c goods, identified by price alone can often be misinterpreted by both retailer and wholesaler.

As the majority of retail packs bear the size or content in some conspicuous place on the label or carton, can I please request all retailers to quote the pack size or volume and not the suggested selling price, when placing their orders. One is fixed and rarely varies, the other can vary day by day.

E. R. Leaver
Secretary, NAPD
South Harrow

Speak up

There must indeed be something "in the air at Sittingbourne", for a pharmacist (W. Hook) to castigate a fellow pharmacist (W. F. Wilkinson) for writing about an opinion which is widely held by pharmacists throughout the profession—namely that the modern GP is not accept-

ing any responsibility for the consequences of his actions.

Today I have dispensed a prescription calling for a supply of 250 Aldomet tablets and 250 Declinax tablets 10mg. Is this GP acting responsibly giving over four months supply of these drugs?

Further I state categorically that it is *not* the duty of pharmacists to cope quietly with the type of prescription quoted by W. F. Wilkinson—that is the attitude of mind that has brought pharmacy to the disgracefully weak state in which we find it in 1972, and the feeling amongst the public that we are second-rate to GPs.

It is not quietly coping that is needed, but strong, realistic leadership and professional unity incorporating retail, hospital and industrial pharmacy.

R. Booker
Hindley Green, Wigan



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PROFESSIONAL NEWS

Pharmaceutical Society
of Great Britain

2,000 pharmacy closures in next ten years?

Two thousand pharmacies might close in the next ten years, it was suggested at last week's Council meeting of the Pharmaceutical Society.

Mr J. A. Myers had submitted the following question: "How many pharmacies are likely to be closed in the next 10 years and what effect will this have on the premises and retention fee income of this Society?" Three thousand family doctors would be practising from over 500 health centres in England by the end of 1974, according to Lord Aberdare.

The reply stated: An accurate estimate of the number of pharmacies likely to close in the next 10 years cannot be given. A guess, for what it is worth, is that the number may be 2,000 but there are signs that the closure rate is now levelling out. The full effect of the expansion of the health centre building programme has not yet been seen.

The effect that this will have on the Society's income from premises fees depends, obviously, on the amount of the premises fee at any time. Under the Medicines Act 1968 this is determined by the Department of Health and not by the Society. It is reasonable to conclude that the fee will be raised on three occasions in a period of 10 years. The maximum that the Society could lose is probably 2,000 fees.

However, it could not be assumed that because the number of pharmacies was reduced by 2,000 in 10 years there would be a corresponding reduction in the number of pharmacists, since the number of pharmacies employing more than one pharmacist was likely to increase.

When the Company Chemists Association's decision on contract limitation in health centre areas was reported (last week, p 793), the president, Mr W. M. Darling, said he felt that positive progress had been made. It would appear that many of the problems foreseen in relation to the establishment of a health centre would be resolved by the Association's proposal.

The Council supported the proposal for a meeting and expressed pleasure that the Association had dealt with the matter in such a constructive manner.

'Regional' pharmacy in Wales

A letter setting out the decision of the Welsh hospital board not to appoint regional pharmacists was considered by the Practice Committee. It was decided that an effort should be made to persuade the Welsh Hospital Board to reconsider the matter and that letters should be sent to the chief pharmacist, Department of Health and to the Minister of State for Wales expressing concern about the Board's decision.

Industry code and pharmacy

Preliminary consideration was given by the Ethical Committee to the implications for pharmacy of the code of Industrial Relations Practice. The code contained the following paragraphs:

□ Some employees have special obligations arising from membership of a profession and are liable to incur penalties if they disregard them. These may include obligations, for example, in regard to health, safety and welfare, over and above those which are shared by the community as a whole.

□ A professional employee who belongs to a trade union should respect the obligations which he has voluntarily taken on by joining the union. But he should not, when acting in his professional capacity, be called upon by his trade union to take action which would conflict with the standards of work or conduct laid down for his profession if that action would endanger: public health or safety; the health of an individual needing medical or other treatment; and the well being of an individual needing care through the personal social services.

□ Professional associations, employers and trade unions should co-operate in preventing and resolving any conflicts which may occur between obligations arising from membership of a profession and those which the professional employee owes to his employer and to his trade union if he belongs to one.

While the Committee felt that the code contained paragraphs which the Council might well feel were satisfactory to pharmacists, the vice-president, Mr J. P. Kerr, pointed out that many retail pharmacists were "workers" under the Act, and any negotiating body, such as the Central NHS (Chemist Contractors) Committee, would therefore be in an invidious position if pharmacists could not use the ultimate sanction of withdrawing service.

Mr K. A. Lees pointed out that in industry, "quite vigorous" attempts were now being made to recruit scientific and professional staff into various unions. Scientists and professional people in industry who belonged to the Royal Institute of Chemistry had a clear choice in that they were being asked to decide between the Association of Scientific, Technical and Managerial Staffs and the Associa-

tion of Professional Scientists and Technologists. The latter organisation could be joined through membership of the Council of Scientific and Technological Institutes.

Many felt that there should be a preference for APST because it was a less militant union and the one likely to serve the best interests in the profession. Yet pharmacists in industry could only join APST at present at double the annual subscription paid by members of the Royal Institute of Chemistry. Mr Lees said that pharmacists in industry should be in the position of having the same choice as members of the Institute. It would appear that membership of COSTI was available to the Society if application were made to join it. The cost was small and if an application were successful, it would place all pharmacists in industry in the position of having the full facilities of APST available to them.

The only point against the Society applying to join COSTI was that it might dilute somewhat the membership of another union which the Society might recommend for the bulk of its membership. Mr Lees suggested that Council should explore seriously the possibility of joining COSTI.

The secretary and registrar, Mr D. F. Lewis, replied that such a possibility had been investigated. COSTI would welcome application from the Society for membership. However, the Council had considered the matter and it had been turned down. Mr D. E. Sparshott supported Mr Lees.

Doubts on Society's vote

Mr Lees had doubts whether the Society could create a union which would do the best for the many diverse interests in pharmacy. The recommendation that the matter should be considered again at a further meeting of the Ethical Committee was approved.

It was reported that in the capital projects code, hospital building procedure, the pharmaceutical department was classified as a service department. When new buildings were in the planning stage, the allowance for a department was dependent on its classification, service departments having a smaller allowance per square foot than diagnostic and technical departments. It was considered that the pharmaceutical department should be reclassified as a diagnostic and technical department, and a letter to that effect should be sent to the chief pharmacist at the Department of Health.

Reports had been received of instances in which dentists and veterinary surgeons had prescribed drugs which might not be for dental or animal use, respectively. They related mainly to the prescribing of amphetamines and in some cases of barbiturates, by dentists. It was recommended that a letter should be sent to the Medicines Commission reiterating the

Continued on p 838

Pharmaceutical Society Council

Approval for new group's constitution

Continued from p 837

Society's proposals that all veterinary prescriptions should be endorsed "for animal treatment only" and all dental prescriptions, "for dental treatment only".

The Practice Committee considered the report of the inaugural meeting of the membership group for pharmacists in industry on May 16. It was noted that an amendment to the draft constitution had been carried by the meeting (*C&D* May 20, p715). The proposed amendment was acceptable to the Practice Committee. The paragraph would now read: "The group is administered by the industrial practice subcommittee of the Practice Committee of the Society's Council. Chairman of the subcommittee will be a member of Council; members of the group will elect from their number five members of the industrial practice subcommittee on June 1, 1973 and at intervals of two years thereafter. Members elected will serve on the subcommittee for a period of two years and will be available for re-election at the end of the period of their office. The other members of the subcommittee, five

in number, will be appointed by the Society's Council."

The Committee on the European Economic Community reported that in Brussels on June 23, representatives of the pharmaceutical associations of countries which are candidates for entry to the European Community would ratify the convention that created the pharmaceutical group of the European Community. It was recommended that the convention should be ratified by the Society.

Arising from the report of the Organisation Committee, it was stated that the Committee could not agree, as had been suggested at the branch representatives' meeting, that the release of news and comment affecting the affairs of the Society should at any time be delayed pending circulation first to branch Press officers. As at present, they would be notified of Society policy on all important matters with a minimum of delay.

Following a suggestion made at the annual meeting, the Committee agreed that provision should be made within the closing session of the British Pharmaceutical Conference for members attending to comment on policy matters. The discussion would be noted by the Council, whose responsibility it was to take any appropriate decisions.

The Committee was pleased to note a small excess of income over expenditure from the balance sheet of the 1971 Conference at Glasgow. It was recommended that the Glasgow local committee and in particular the treasurer, Dr J. Chilton, should be congratulated.

It was noted that the annual report of

the British Medical Association had stated that family planning drugs and appliances should be freely available under the National Health Service from general medical practitioners. It was recommended that a letter should be sent to the Department of Health making the point that if family planning drugs and appliances became prescribable in the NHS for social reasons, supplies should be made in the normal way through pharmacies.

Channel Island training

Following the Council's recommendation that pharmaceutical establishments in the Channel Islands and the Isle of Man should not be accepted for the purposes of preregistration experience, letters had been received from the Boots Co Ltd and from the chief pharmacist at the General Hospital, Jersey. The Education Committee recommended that the Council policy should be maintained.

Mr Madge asked whether if alterations in the law were made in the future the application would be reconsidered by that Committee. Mr Lees said it would when new evidence was presented. But, he added, it was not merely a matter of a difference in law between the Channel Islands and the UK. There was also a difference in the NHS contract and a difference insofar as inspection was concerned. Council had no right to inspect premises either hospital or retail pharmacies, in the Channel Islands.

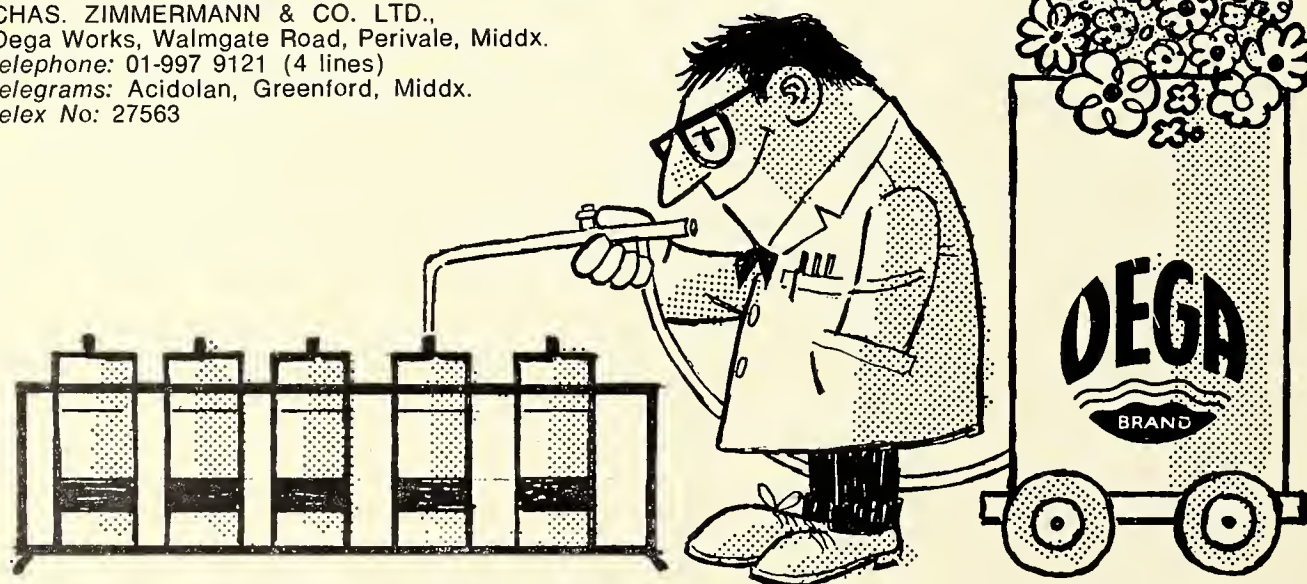
Mr D. E. Sparshott asked whether it was not possible that permission might be given in the future for preregistration

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students to be given training in hospitals in Jersey. Mr V. Roberts said that it was accepted now by most regional pharmacists that preregistration students in hospital must be exposed to all facets of hospital pharmacy. That would mean a rotation between hospitals, and it was doubtful whether a hospital in the Channel Islands would be able to fulfil all the necessary training facets. However, if that was so there appeared to be no reason why permission should not be granted. The recommendation that the Council policy should be maintained was adopted.

It was recommended that Dr J. R. Parratt should be designated a fellow of the Society under Byelaws Section III(3).

It was reported that Mr G. D. Rees had been awarded the degree of doctor of philosophy of the Council for National Academic Awards for studies undertaken at the school of pharmacy, City of Leicester Polytechnic.

The Education Committee recommended that the one year full-time MSc and the second year of the two year MSc course in pharmaceutical analysis, University of Strathclyde, should be approved for the purpose of preregistration experience thereby committing 26 weeks of those periods to be acceptable as part of the preregistration experience requirements.

Further consideration had been given to a resolution of the executive committee of the National Pharmaceutical Union which had asked that each graduate undergoing preregistration training in general practice should be visited at least twice during the period of training by one of the Society's inspectors.

The office had taken the view that it would not be practical for an inspector to visit twice a year each set of premises concerned. It had proposed that inspectors could be asked to call once a year, whenever that was possible without interfering with their normal duties. The purpose of the visit should be to discuss the work of the Society and of the inspectorate in particular but not to ensure that the requirements of the byelaws were being properly fulfilled. It was recommended that those proposed arrangements should be approved.

After considering the possible effects of entry into the Common Market on pharmaceutical education requirements, it was recommended that a special meeting of heads of schools of pharmacy should be held in October to discuss the matter.

New president

The president (Mr W. M. Darling) said it gave him great pleasure to submit to the Council the name of Mr John Prentice Kerr as the next President of the Society. Having known him for many years, he felt sure that Mr Kerr would not spare himself in the execution of his duties, and in electing him to the highest office of the Society, Council would in its turn be continuing the advancement of pharmacy. There being no other nominations, Mr Kerr was elected president of the Society (see *C&D*, June 10, p793).

The president (Mr Kerr) said he was deeply conscious of the honour which Council had done him, and his first wish was to refer to the work which Mr Darling had done over the past two

years. Ten years ago in Newcastle, he said, he had met a young man with a burning desire to serve pharmacy, and for the past 10 years that desire had not changed. Mr Kerr said he had worked closely with Mr Darling during the past year and had never failed to be astounded by his energy and enthusiasm in carrying out his duties.

Mr Darling thanked the president for the kind things he had said. The past two years had been extremely onerous but it had been made less so by the magnificent help and support he received from all his officers and from members of Council.

The president, referring to the coming year, said it had almost become a cliché for the president to state that Council had a mass of legislation before it which must be tackled. The current year was no different. Regulations were coming out in connection with the Medicines Act which would affect every sector of pharmacy, there was the reorganisation of the Health Service with its implications for hospital and general practice pharmacy, and there was the problem of health centres, perhaps showing some signs of being resolved now, as well as the problem of the dispensing doctor. Added to all that there was the question of entry into the Common Market.

As announced last week Mr C. C. B. Stevens was elected vice-president and Mr H. Steinman, treasurer.

The elections were confirmed of Lord Rosenheim as an honorary fellow of the Society and of Professor Jovan Tucakov and Dr Joshua Kohlberg as honorary members of the Society.

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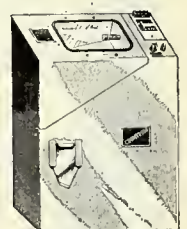
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Tentative alterations to next year's BPC

The Council of the Pharmaceutical Society of Great Britain has released the following tentative lists of additions to and deletions from the British Pharmaceutical Codex 1973.

ADDITIONS

Part I

Aminobenzoic acid, calcium acetate, capreomycin sulphate, carbenoxolone sodium, cardamom oil, cephalixin, chlorpromazine, clomiphene citrate, coconut oil, danthron, deslanoside, dextran 70 injection, dextrose monohydrate for parenteral use, fenfluramine hydrochloride, fractionated palm kernel oil, framycetin sulphate, fusidic acid, hydrocortisone sodium phosphate, isoprenaline hydrochloride, kaolin, light (natural), lanatoside C, levodopa, macrisalib (¹³¹I) injection, macrogol 1540, magnesium acetate, meglumine diatrizoate injection, potassium acetate, praloxolol, prilocaine hydrochloride, propanidol, propicillin potassium, salbutamol sulphate, secbutobarbitone, l-selenomethionine (75Se) injection, sodium methyl hydroxybenzoate, sodium propyl hydroxybenzoate, sodium pertechnetate (^{99m}Tc) injection, tetracosactrin acetate, tropicamide, vincristine sulphate, xenon (¹³³Xe) injection, xylose.

Part II

Diphtheria vaccine, adsorbed, diphtheria and tetanus vaccine, adsorbed, diphtheria, tetanus and pertussis vaccine, adsorbed, eltor vaccine, rubella vaccine (live attenuated), tetanus vaccine, adsorbed, tetanus and pertussis vaccine, adsorbed, typhoid-paratyphoid A and B vaccine, intracutaneous, typhoid and tetanus vaccine.

Part III

Human albumin, dried human albumin, dried human fibrinogen for isotopic labelling, human antihaemophilic fraction, human antitetanus immunoglobulin, human anti-vaccinia immunoglobulin.

Part V

Cotton conforming bandage, x-ray detectable absorbent ribbon gauze, absorbent viscose wadding.

Part VI

Betamethasone application, paromomycin capsules, clioquinol cream, ipecacuanha emetic draught, paediatric, cascara elixir, chlorpromazine elixir, diamorphine and cocaine elixir, isoniazid elixir, propicillin elixir, peppermint emulsion, hyoscyamus dry extract, hyoscyamus liquid extract, betamethasone eye-drops, chloramphenicol sodium succinate injection, hydrocortisone sodium phosphate injection, procyclidine injection, suramin injection, aminobenzoic acid lotion, betamethasone lotion, cephalixin mixture, co-trimoxazole mixture, fusidic acid mixture, indomethacin mixture, betamethasone and chlortetracycline ointment, gentamicin ointment, hydrocortisone with clioquinol ointment, nystatin ointment, paraffin ointment, calcium hydroxide solution, chlorhexidine solution, dilute, morphine hydrochloride solution, chlorpromazine suppositories, tolu syrup, sodium chloride tablets, compound, soluble, gentian tincture, compound.

DELETIONS

Part I

Acepromazine maleate, aminacrine hydrochloride, bacitracin, bemegride, benzalkonium

bromide solution, butacaine sulphate, caffeine and sodium iodide, calcium cyclamate, caramiphen hydrochloride, chloramphenicol cinamate, chromium trioxide, prepared coffee, cottonseed oil, cyclamic acid, diethanolamine fusidate, disulphamide, dyflos, ergot, prepared ergot, erythromycin ethyl carbonate, ethyl biscoumacetate, furazolidone, hexamethonium bromide, hexoestrol, ispaghula, lobeline hydrochloride, lucanthone hydrochloride, mebhrolin napadisylate, mecamlamine hydrochloride, mercuric oxycyanide, mesulphen, methylpentynol, naphazoline hydrochloride, nealbarbitone, nitrofurazone, octyl nitrite, oestradiol, fresh bitter-orange peel, pempidine tartrate, potassium perchlorate, prednisone acetate, sesame oil, silver protein, mild silver protein, sodium antimonygluconate, anhydrous sodium carbonate, sodium cyclamate, solapsone, spermaceti, spike lavender oil, stibophen, sulphadiazine sodium, sulphanilamide, sulphaphenazole, terpin hydrate, tretamine, triacetyloleandomycin, tricyclamol chloride, trimetaphan, camsylate, tryparsamide.

Part II

Diphtheria and pertussis vaccine, measles vaccine (inactivated), staphylococcus antitoxin,

NHS can be 'inefficient'

Although patients with tuberculosis could be treated at home with virtually 100 per cent effectiveness some patients were being kept in hospital for an average of 10 weeks at a cost of £400 per case. That paradox was mentioned by Professor A. L. Cochrane during a symposium the proceedings of which are published by The Office of Health Economics, 162 Regent Street, London W1R 6DD, and titled "Evaluation in the Health Services" (£0.50). It illustrated the underlying theme that a National Health Service which is superbly effective in eliminating diseases can also be grotesquely inefficient in its day-to-day work.

Professor Cochrane also pointed to the phenomenon of medical inflation whereby NHS costs escalate as people demand more and more treatment which doctors do little to discourage, very often preferring to do something rather than nothing whether treatment really works or not. Carefully controlled trials, he suggested, are the best way of separating effective from ineffective treatments and so controlling medical inflation.

A warning note was sounded, however, by Margot Jeffereys, a professor of medical sociology, who pointed out that there is a lot more to the NHS than straightforward prevention and cure at the minimum cost. The NHS also has to do with the intangible qualities of care and sympathy. She described two other specific functions of the health services as "equalising life chances" and "controlling aberrant behaviour" (which may seem to threaten social stability). These, she said, do not lend themselves easily to measurement in controlled trials.

A consultant neurological surgeon, Mr

staphylococcus toxoid, typhoid-paratyphoid A, B and C vaccine.

Part V

Rayon and rubber elastic bandage.

Part VI

Calcium aminosaliclate cachets, alum and zinc dusting-powder, paediatric, zinc and salicylic acid dusting-powder, diamorphine and terpin elixir, atropine and cocaine eye ointment, zinc gelatin, lobeline injection, mephenesin injection, morphine and hyoscyne injection, pituitary (posterior lobe) injection, solapsone injection, strong, aconite liniment, aconite, belladonna and chloroform liniment, belladonna liniment, ammoniated, betamethasone lozenges, fusidate mixture, saline mixture, iodine ointment, non-staining, iodine ointment, non-staining, with methyl salicylate, ginger oleoresin, iodine paint, compound, ichthammol pessaries, silver nitrate, mitigated, benzylpenicillin solution-tablets, buffered, chloral syrup, ferrous phosphate syrup, compound, ferrous phosphate, quinine and strychnine syrup, aspirin and opium tablets, compound, aspirin and phenacetin tablets, aspirin with ipecacuanha and opium tablets, atropine tablets, soluble, paediatric, disulphamide tablets, ergot tablets, ethyl biscoumacetate tablets, furazolidone tablets, hexoestrol tablets, mebhrolin tablets, pentolinium tablets, phenacetin tablets, phenacetin and caffeine tablets, potassium tablets, effervescent, potassium perchlorate tablets, sulphaphenazole tablets, octyl nitrite vitellae.

B. H. Dawson, providing a clinical viewpoint, severely criticised management interference in clinical freedom. This brought a strong reaction from the managers and medical planners present who felt that the days when clinicians could be given *carte blanche* to spend public money as they saw fit were over.

From the economist's point of view Mr A. J. Culyer of the Institute of Social and Economic Research at York clearly could not accept that resources could be optimally allocated by clinicians acting according to their own lights when he described what he and his colleagues were doing to put medical planning on a more rational footing. Basically, the Institute's work is an extension of recent work on social indicators to the health field and involves devising "health indicators" which could be used to measure the real and final effects of medical care in comprehensive and consistent terms. These could be used to aid choices between alternative investments, such as more kidney machines or more coronary care units, instead of relying on clinical impressions and guesswork which characterise medical planning at present.

New officers

Pharmaceutical Society

South-east Metropolitan. Chairman, M. P. Cooke; vice-chairman, Miss P. V. Reynolds; social secretary, T. Gracey; treasurer, Mrs J. Hooke; Press officer, T. Wilson; secretary, J. G. Sutherland, 119 Westwood Park, London SE23.



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MARKET NEWS

Quinine rates up by £1 kg

London, June 14: Rates for quinine alkaloid and salts have been raised by £1 per kg. Quinidine is also sharply up by about £4 kg. Both rises were due to a world shortage of cinchona bark.

In balsams, copaiba was dearer but Peru eased again on the spot. Following its recent trend lemon peel advanced £5 metric ton. Holders of white pepper on the spot marked up their rates in anticipation of a dock strike. Other changes in crude drugs included dearer cassia *lignea*, cherry bark and turmeric for shipment.

Lower were dandelion and gentian roots and celery seed.

Trading in essential oils remained quiet with Bourbon geranium, Ceylon citronella and lemongrass easing slightly and petit-grain edging up.

Production of sulphuric acid by members of the National Sulphuric Acid Association Ltd, during the first quarter of the year at 789,333 metric tons was down by almost 8 per cent compared with the equivalent quarter of 1971. Sales in the quarter at 868,832 tons (which included 35,940 tons of imported acid) was down by 11 per cent.

Pharmaceutical chemicals

Acetic acid: In 12-ton lots, delivered, per metric ton, BPC glacial £87.50; 90.5 per cent technical £81; 80 per cent grades pure £76.50; technical £69.50.

Acetomenaphthone: 100-kg lots £5.62½ kg. **Alcohol:** (Per proof gal). Ethyl, fermentation in 2,500 bulk gal lots—SVR doubly rectified 96.1 per cent £0.303; absolute 99.9 per cent £0.315. In drums 900 gal minimum respective prices are £0.317, £0.329; Synthetic grades are 96 per cent, £0.233 and 99.9 per cent, £0.245 in tank wagon; £0.247 and £0.259 in drums for 900-bulk gal; industrial grade 95 per cent £0.164 in bulk and £0.178 in drums.

Ascorbic acid: £2.36 kg; 5-kg £2.33 kg; sodium ascorbate plus £0.23; coated plus £0.10.

Benzoic acid: One-metric ton lots £30.42 kg. **Boric acid:** BP grade per metric ton: granular £99; crystals £140; powder £110; extra-fine powder £114 in paper bags, carriage paid. Technical is £20 per 1,000 kg less than BP grades.

Calcium carbonate: BP precipitated £49 per 10,000 kg.

Calcium gluconate 250-kg lots £0.63 kg.

Calcium lactate: 250-kg £412 per metric ton.

Calcium pantothenate: £5.23 kg; 25-kg, £5.18 kg.

Calcium sodium lactate: metric ton. £709 for 50-kg lots.

Carotene: Suspension 20 per cent £16.73 kg.

Clitric acid: BP granular hydrous per metric ton 50-kg lots, £337; 250-kg £325; 1,000-kg £313. Anhydrous £358, £346, £334 respectively. Premium for powder £10.

Cyanocobalamin: up to 200-g lots £2 per g.

Ether: Anaesthetic BP—2-litre bottles £0.87 each for under 350 litres; £0.81 for over 350 litres; 32-kg drums £0.41 kg for 500-kg lots. Solvent BP —per metric ton in drums from £294 for 500-kg lots in 16-kg drums down to £266 in 130-kg drums; 250-kg from £304 to £276.

Folic acid: 1-kg £32; 50-kg £28.29.

Gallie acid: 1,000-kg lots £1.62 kg.

Hydroxocobalamin: £5.25 per g.

Lactic acid: £570 metric ton for 50-kg lots.

Nicotinamide: (Per kg) 1-kg £2.12; 25-kg £2.07 50-kg £2.02.

Nicotinic acid: (Per kg) 1 kg £1.93; 50-kg £1.83.

Oleic acid: BP is £206.70 per metric ton delivered.

Oxalic acid: 20-ton lots about £170 metric ton.

DPanthenol: £9 kg; 5-kg £8.50 kg.

Pyridoxine: £4.50 kg; 5-kg £4.47kg.

Pyrogallol acid: Pure 500-kg lots £4.73 kg.

Quinidine: Alkaloid (10-kg lots) £48 kg; sulphate (50-kg) £44.

Quinine: (Per kg in 85-kg lots) Alkaloid £29.25; bisulphate £22.85; dihydrochloride £28.60; hydrochloride £28; sulphate £24; hydrobromide (10-kg) £28.75.

Riboflavin: £13.35 kg; 5-kg lots £13.32 kg.

Salicylic acid: per metric ton 5-ton lots £405; 1-ton £425; 250-kg £470.

Stilboestrol: BP in 25-kilo lots £33 kg.

Tannic acid: 500-kg fluffy £1.35 kg; powder £1.33.

Tartaric acid: (Per metric ton) 50-kg lots £422; 250-kg £417; £408 ton.

Thiamine: Hydrochloride and nitrate £7.55 kg; 5-kg £7.52 kg; 25-kg £7.50.

Vitamin A: Oily 1 m iu per g £6.68 kg; 5 kg £6.58 kg; dried acetate 325,000 iu per g £3.48 kg; 500,000 iu, £4.55.

Vitamin D: Powder for tableting 850,000 iu per g, £17.81 kg; 5-kg £17.75 kg.

Vitamin E: (per kg) £7.15; 5-kg lots £7.05; 25 per cent dry powder £4.81 and £4.71 respectively; 50 per cent, £5.35 and £5.25.

Crude drugs

Balsams: (lb) **Canada:** £1.85 spot; shipment £1.80 cif. **Copaiba:** BPC £1.20; Para £0.40. **Peru:** £1.02½; £0.92, cif. **Tulu:** BP £0.70.

Cherry bark: Nominal spot; shipment £345 metric ton, cif.

Dandelion: Root £410 metric ton spot; £385, cif.

Gentian: Root £400 metric ton spot; £390, cif.

Lemon peel: Spot £240 metric ton; £220, cif.

Pepper: (ton) Sarawak black £360 spot; £305 cif; white £510; £432.50, May-June, cif.

Seeds: (ton) **Anise:** China star £175, spot; shipment £125, cif. **Caraway:** Dutch ex wharf £390. **Celery:** Indian £275; shipment £230, cif. **Coriander:** Moroccan £78, cif. **Cumin:** Indian £300, cif. **Iranian** £260 cif. **Dill:** Indian, for shipment £23, cif. **Fennel:** Chinese £130 (metric ton), cif; Indian nominal.

Turmeric: Madras finger £195 ton; £160, cif.

Screen 100

Headings all advertisements appear under appropriate headings

Copy date 4 pm Tuesday prior to publication date

Advertisements should be prepaid

Publication date Every Saturday

Post to Classified Advertisements, Chemist and Druggist, 25 New Street Square, London EC4A 3JA Telephone 01-353 3212

Circulation ABC

January/December 1971 15,167

Classified advertisements

Display £4.50 per single column inch, minimum 1 inch (1 x 1½ ins). ¼ page (4½ x 3½ ins) £40. ½ page (4½ x 7 ins) or (9 x 3½ ins) £70. Whole page (9½ x 7 ins) £120.

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Hospital appointments

PART-TIME PHARMACIST

required for Chelsea Hospital for Women.

Whitley Council scales and conditions of service.

Applications to the Chief Pharmacist

Chelsea Hospital for Women, Dovehouse Street, S.W.3.

HAMMERSMITH HOSPITAL AND THE ROYAL POSTGRADUATE MEDICAL SCHOOL, Du Cane Road, London, W12 0HS. Pharmacist required for large, general postgraduate teaching hospital (Category V). Post offers excellent experience. Department actively involved in research projects of Hospital, School and Research Units. Developments taking place to improve ward stocks service and to introduce ward pharmacy. Very pleasant working conditions. Salary scale £1,545-£1,941 plus High Qualifications Allowance (where applicable) and London Allowance £126. Accommodation available for single person (female). Applications stating age, experience and naming two referees to Chief Pharmacist.

BROOKWOOD HOSPITAL Knaphill, Woking, Surrey

Applications are invited for the post of

PHARMACY TECHNICIAN

salary £894-£1,320. The successful candidate will be required to work under the supervision of the Chief Pharmacist. Residential accommodation (female) available. Applications giving particulars of age, experience and qualifications together with the names of two referees to The Hospital Secretary as soon as possible.

Classified advertisements

Hospital appointments



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Application form and further details if required from Mr. C. H. Preston-Robinson, the Group Pharmaceutical Officer.

KING'S MILL HOSPITAL, Sutton-in-Ashfield, Notts.

ST BARTHOLOMEW'S HOSPITAL, LONDON, EC1. **Pharmacist or Locum Pharmacist** required. 5 day week. Whitley Council scales. Extra pay for evening clinics. Accommodation may be available in our hostel in the West End of London. Post offers varied experience in a Teaching Hospital, including close collaboration with other disciplines in the hospitals. Pre-registration graduates registering during Summer will also be considered. Applications with full particulars, naming two references, to the Chief Pharmacist.

Please address Box No.

replies to: Box No.

CHEMIST & DRUGGIST,

25 New Street Square,

LONDON, EC4A 3JA.

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PHARMACIST (SUPERINTENDING AND MANAGING)

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Please mention C & D when replying to advertisements.

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Situations vacant



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The Company offers an attractive starting salary together with significant fringe benefits, which include pension and life assurance schemes, profit sharing bonus, etc.

Write in first instance to:

Personnel Manager,
VESTRIC LIMITED,
Chapel Street,
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A member of the Glaxo Group of Companies.

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Applications are invited from male or female registered Pharmacists aged 25 or over for appointment as Deputy Chief Pharmacist (Category IV) at Her Majesty's Prison, Wormwood Scrubs, Du Cane Road, London, W.12. Previous hospital experience is not essential.

Present salary scale £1,629 to £2,085 plus £102 per annum environment allowance. (Improved scales will shortly be applicable). London weighting is payable in addition. Starting salary above the minimum of the scale may be allowed for previous National Health Service, Government Service or other comparable experience. 5-day week.

Application forms obtainable from the Establishment Officer, Home Office, Prison Department, (R10/10 VDC), Portland House, Stag Place, London SW1.

For further information please telephone the Head Pharmacist of the Prison Service (01-743 0311. Ext. 324).

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 - Herts • Oxford, Bucks, Beds • South Essex • North Kent
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Classified advertisements

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In the first instance, please write or telephone our Technical Director.

Dept. "C",
ROCK BANK LABORATORIES,
BOLLINGTON,
MACCLESFIELD, Cheshire.
Tel: Bollington 2459/50 or 2777.

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For premature ejaculation
Retail 75p per tube
Wholesale £2.50 carton of 6
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For sale at give-away prices for collecting several gross Hair Cream or Bath Salt jars, several gross assorted Bottles and solid brilliantine tins together with baby Scale and hand-operated Soap Stamping machine.

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Gross 2000T	£5.36	£9.92
Gross 2000AG	£6.13	£11.55
NCR 22X	£5.57	£9.99
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NCR 31Z	£6.73	£12.42
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Cash with order—Rolls by return		
CASHADD, 61 Liverpool Road,		
Irlam, Lancs. Tel: 061-775 2493.		

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